A UNITED STATES
DEPARTMENT OF
COMMERCE
PUBLICATION

Incorporating *International Commerce*

DECEMBER 11, 1972

Commerce Today

Coming Developments in Business and Technology

☐ **Simplified World Trademark Protection**

☐ **Global Shipping's New Look**

☐ **How To Sell To Uncle Sam**

☐ **Growing Potential For Small Businesses**

Newsmemo

It's a competitive world, in which the British are already making sales plans for the U.S. 1976 Bicentennial. The U.K. Consulate General in Philadelphia, reminding British producers that the events of 1776 had a British base (Philadelphia was the Empire's second largest city then), is urging early action on proposals in construction, transport, consultant services, and souvenirs: "Now is the time to consider the best ways to seize the opportunities of 1976 in Philadelphia--and indeed throughout the U.S." So, back in Britain, ceramics and glassware makers already have designs on the drawing boards to attract U.S. interest in 1976.

Some good news on worldwide tariff trends, and some bad news. Both are in the latest report by GATT--the General Agreement on Tariffs and Trade--on how its member nations are balancing the amount of tariffs levied at the standard "front door" or MFN rate against those charged at the "side door" preferential rate. The bad news is that the preferred customers got 24 percent of the total action in 1970 vs. only 10 percent in 1955. The good news is that this rate of increase has been slowing in the past decade.

There are big stakes in the effort to restore oyster and soft-shell clam beds in Chesapeake Bay. If the damage done last summer by tropical storm Agnes is not repaired, Maryland, for one, stands to lose about $130 million in the next four years. The repair work cannot wait, and part of it will now go ahead through a $1,415,000 grant from Commerce's National Oceanic and Atmospheric Administration. Maryland and Virginia and the Potomac River Commission are to use the money, and first phase grants are to be made soon. NOAA's National Marine Fisheries Service is administering this funding

What can be done about the weather? Improve the recorded telephone reports about it...Commerce's National Weather Service, working with the telephone industry, is going to expand the familiar WE 6-1212 service in a number of U.S. cities next year. New York City, Toledo and Anchorage, Alaska, already have it; Birmingham and Louisville are next on the list. It includes an automatic reading of the current temperature, a timing system that gives all callers a beginning-to-end report, and additional channels for recreational and other special reports.

Nuclear processes of neutron interaction with human tissue are being studied at Commerce's National Bureau of Standards. Such activity is proceeding as clinical tests are beginning in the U.S. using fast neutrons as a possibly more effective radiation therapy of some cancerous tumors. Fast neutrons are of interest because they probably kill oxygen-deficient cancerous cells in the center of a tumor at lower doses than are required by X-rays. This can reduce the damage to the healthy tissue surrounding the cancerous tumor. Further study is aimed at improved understanding of the effectiveness of neutron radiation for cancer therapy in hopes that it may be one answer in this fight.

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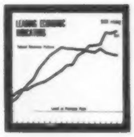
Vol. III, No. 5, December 11, 1972

2 Economic Affairs
Composite Index of Leading Economic Indicators has advanced strongly and consistently over the past two years and its recent behavior is signalling another large gain for the U.S. economy in 1973.



4 Final Negotiations On Trademark Treaty Now Set For May '73
Date is fixed at a recent Executive Committee meeting of the Paris Convention on Industrial Property. Vienna, Austria, is the site.

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Two measures recently signed into law are expected to open unlimited avenues to venture capital for small firms.

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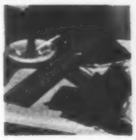

COVER: *This next-to-the-last issue of 1972 features a report on scheduled negotiations for wrapping up a Trademark Treaty, how small business investment companies are to get full Federal backing, Government markets for businesses of any size, and a report on the progress of containerization which is making rapid strides in trade.*

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ECONOMIC
HIGHLIGHTS

Continued Advance Of Indicators Portends Another Strong Gain In Economy In 1973

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

The continued rise in the leading economic indicators suggests that the economy will score another large advance in 1973.

The Composite Index of Leading Indicators has an excellent record of foreshadowing the direction and magnitude of future economic activity, and it has climbed strongly and consistently during the 1971-72 expansion. In most previous cycles, the indicators have started rising shortly before the beginning of an economic expansion and have climbed steeply for about 18 months; then, they have tended to level off while the economy continues to expand for about two more years. The economy usually shifts to a less rapid rate of growth after the indicators level off.

Thus, a leveling in the index over the past six months would have indicated a continued expansion of the economy until late 1973 or early 1974—but at a more moderate rate.

The index has not levelled off, however, but has continued its strong rise during the past six months and this is consistent with the general expectation of another large gain in the economy in 1973. As the first chart shows, the index has increased strongly and steadily during the current expansion and has now moved well ahead of the typical, or median, pattern of the index in previous economic expansions. In two years, the monthly index has failed to gain only twice.

There are at least two reasons that the typical recovery pattern in the indicators shows a leveling off tendency after about 18 months of rapid advance. Some indicators, such as permits for new housing, move ahead strongly in the early phase of a business recovery and then level off or decline even though other sectors are still expanding. Also, there are practical limits on the amount of potential gain in some indicators—the average hours worked per week in manufacturing, for example, which is shown in the second chart.

In the current expansion, two examples of indicators that have improved relatively slowly are stock prices and initial claims for unemployment insurance. (The latter series is inverted when it is used as an indicator because a drop in initial claims for unemployment insurance is a favorable sign while an increase is unfavorable.) The charts show the extent of their progress in this expansion, as well as their typical performances, which are based on cycles in the past. Stock prices have recently begun to move up more strongly. In addition, further improvement is expected in the unemployment situation. Thus, substantial improvement may be forthcoming in these indicators, and this would tend to bring further gains in the index as a whole.

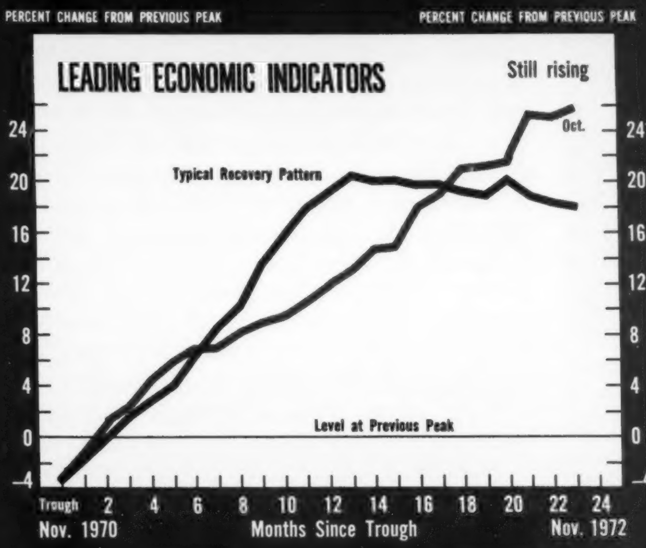
Housing permits and consumer installment credit have made the strongest advances in the current expansion. The percentage increase in most of the other leading indicators in the index now approximately matches the increase in the typical recovery pattern after two years of expansion, although the change in business inventories had lagged behind the typical pattern until recently.

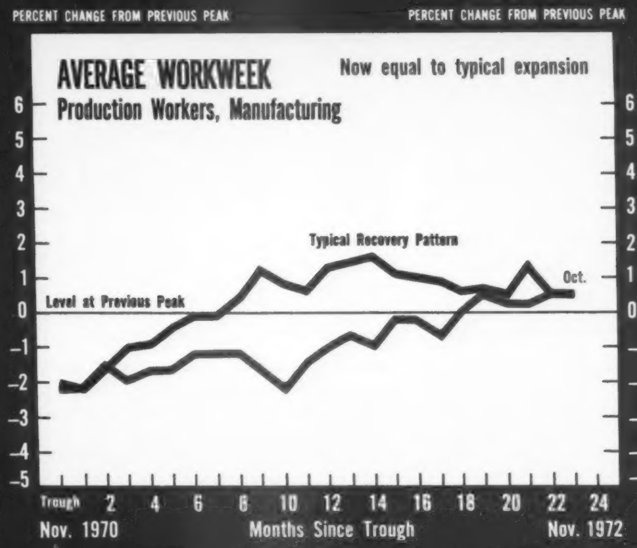
The continued rise in the composite index leaves open the possibility that the current expansion in the economy may be similar to the advance of the early 1960s when the economy expanded steadily for six consecutive years—until the mini-recession of 1966-67. A major background factor in that long expansion was the environment of cost-price stability that began in the late 1950s.

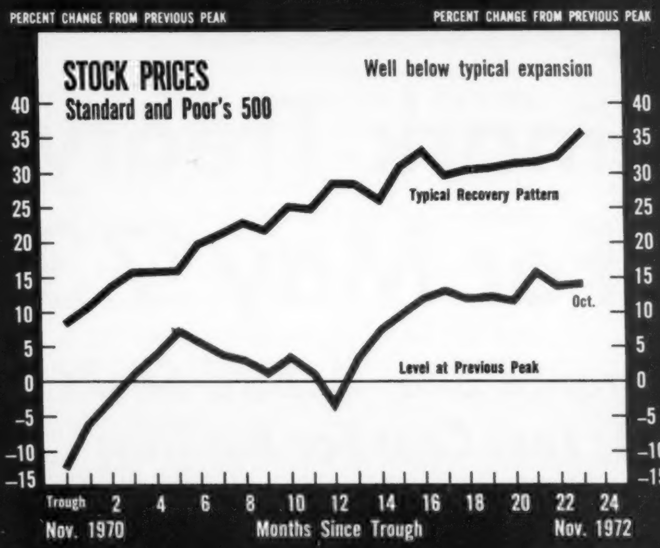
Other economic data

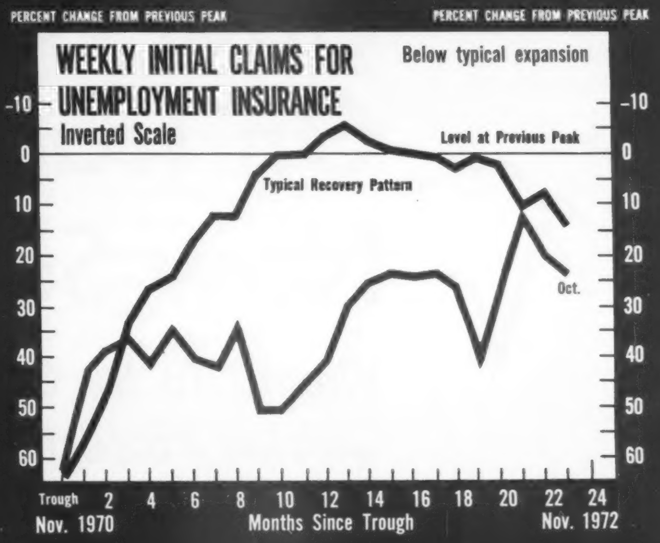
Housing starts are continuing at a high rate and may be close to 2.4 million for the year as a whole. The merchandise trade balance has been in an improving trend since April.

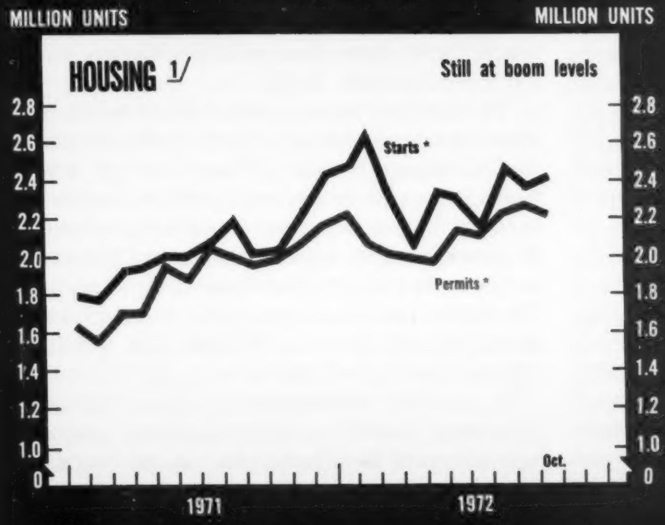
Latest Indicators

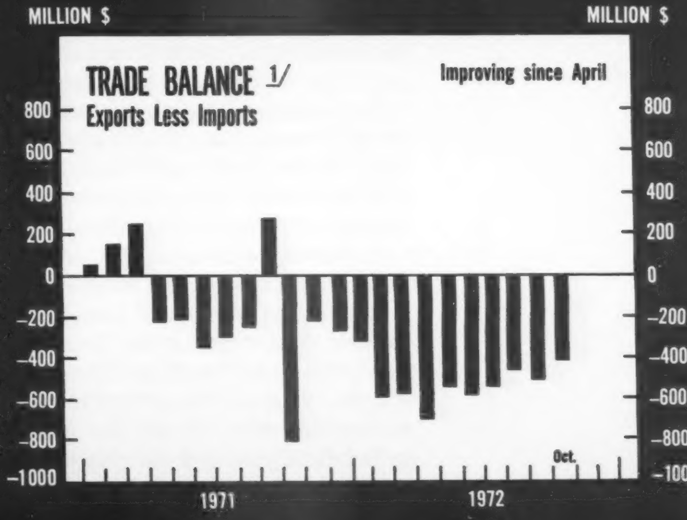












* Annual rates

1/ Seasonally adjusted

Commerce Today
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Final Negotiations On Trademark Treaty Now Set For May '73

Vienna To Be Conference Site; Accord Seeks Quicker Protection At Less Cost For Business

Rapid expansion of international trade demands that a system be implemented whereby trademark values based on legitimate business interests can be protected more quickly, at less cost, and with fewer complications than under present national procedures. This is the primary purpose of the Trademark Registration Treaty and one which has attracted the interest of trademark owners everywhere.

Following some months of uncertainty, final negotiation of the proposed Trademark Registration Treaty will take place at a Diplomatic Conference on the Trademark Treaty in Vienna, Austria, May 17 to June 12, 1973.

Scheduling of this conference was in doubt earlier this year. Seven European countries had formally urged its postponement, primarily on the basis of a possible conflict of dates with a Diplomatic Conference on a European patent proposal. However, at a recent meeting of the Executive Committee of the Paris Convention on Industrial Property, under whose sponsorship the Trademark Treaty has developed, the Vienna conference date was fixed.

The United States delegation, headed by Commissioner Robert Gottschalk of the United States Patent Office, strongly supported these dates, underlining this country's interest in participating in an international trademark registration agreement of broader scope than the existing Madrid Agreement. The latter now operates among 21 countries, principally in Western Europe, but not including the United States.

In another development concerning the proposed Treaty, a second working group was convened last September, at the request of several European countries, to consider again whether provisions for "central attack" should be included in the treaty draft.

Inclusion of these provisions would mean that cancellation of protection afforded by an international registration in one country could, under certain conditions, result in an automatic cancellation of protection in some or all of the other signatory countries.

As with earlier meetings of experts on this subject, the working group was unable to agree upon any of the proposals submitted. This does not, of course, preclude the possibility that proposals for a system of "central attack" may be presented to the scheduled Vienna conference.

Proposals for a system whereby the international registration could, in its entirety, be challenged in a single action have raised serious practical and juridical questions.

In general, the practical question is whether any of the proposed systems can operate equitably in view of the great differences which exist in determining questions of trademark conflict owing to such differences as language, and customs of the trade. Two marks which are clearly confusing in one country may not present any possibility of confusion in another. Moreover, since the treaty leaves the substantive aspect of acquisition of rights to national law on a country-by-country basis, it is logical to apply the same principle to cancellation.

Juridically, the proposals raised the serious question whether one country can accept the decision of a court or administrative body in another country.

'Central attack'

Most interested associations and individuals in the U.S. believe the treaty should not include a system of "central attack."

The United States has been engaged in extensive study and public discussion of the question of United States participation in an international trademark agreement for several years. One of the most important international trademark problems for U.S. companies is the complexity and high cost of establishing and protecting trademarks in international markets by national registration procedures. Separate actions in approximately 150 different jurisdictions are now required in order to extend protection of a mark throughout the world.

For most companies, the cost and complexity of complete protection at the earliest possible date under the present situation is prohibitive. The alternative, which is to proceed country-by-country as trademarked products are expanded, often results in serious legal problems, delays in marketing plans and even higher cost if, in the meantime someone else deliberately or inadvertently starts to use or registers the same mark.

TRADEMARK DISCUSSION — *Patents Commissioner Robert Gottschalk (left) discusses the international trademark situation with J. B. Van Benthem, president of the Netherlands Patent Office; Dr. Arpad Bogsch of the World Intellectual Property Organization; and Shozo Saotome, director of patents and licensing, Mitsubishi Chemical Industries, Ltd., Japan; at a recent Patents Committee Conference of the National Association of Manufacturers.*

This problem is most troublesome for U.S. companies with broad consumer product lines and for small and medium-sized companies which have increasing opportunities for broad-scale export expansion into many countries, but are unable to support large initial trademark expenditures or to administer extensive protection programs effectively.

With rapid expansion of world trade opportunities for American companies, present national procedures are inadequate to deal with this international problem.

The proposed Trademark Registration Treaty is essentially a trademark filing convention, providing easier procedures for securing, administering, and maintaining national registration effects in many countries in the context of a single international document and file. Thus, international registration amounts to central recording of "a bundle of national rights." With a few exceptions, the substantive aspects of those rights are regulated on a country-by-country basis according to the national law.

The conference text of the treaty was released by the World Intellectual Property Organization (WIPO), Secretariat of the Paris Union, July 30. This text, together with draft regulations, other explanatory materials, and a request for comments, has been reproduced in the September 19 issues of the Official Gazette of the Patent Office.

SBICs To Get Full Federal Backing For Private Borrowings

Two New Laws Seen Opening Unlimited Avenues To Venture Capital For Small Firms

Small Business Investment Companies —hampered in the past by lack of timely, assured Federal funding—can now effectively go into the private money markets on a regular basis to obtain funds needed to finance small business ventures.

This leverage is possible under a new law. It allows the Federal government to provide a 100 percent full-faith-and-credit guarantee to institutions that make long term funds available to SBICs.

The new measure is one of two significant pieces of legislation recently signed into law, which could thrust the small business investment company industry into a new era—an era forecasting the rediscovery of SBICs as flexible, viable financial vehicles.

Both laws, according to Thomas Kleppe, Administrator of the Small Business Administration, have improved the total operating environment for promoting, strengthening and quickening the pace of small business growth and expansion by opening unlimited avenues for venture capital.

"A business is never born without seed money," Kleppe asserted.

Now, SBA can provide that vital ingredient and nurture it so that it may bear fruit, he said. Now, there are ways of using Federal leverage to increase the innovative productivity of the private sector.

Debentures of SBICs, when offered under this new law, attains the status of a "Federal Agency Security." This means that they are, among other things, exempt from Security and Exchange Commission registration, legal investments for Federal supervised institutions, eligible for collateral for Federal advances and discounts, and eligible for purchase and holding by national banks.

First use of this law occurred May 23, 1972, through a syndicate of underwriters headed by Goldman, Sachs; Merrill Lynch; Kidder, Peabody; and Salomon Brothers, which successfully offered $38.6 million of SBA-guaranteed SBIC debentures to the public. Thus, the Federal government can now stand by the SBICs as a true partner and provide long-term funds under the Act on a consistent basis as the Congress envisioned.

Kleppe explained that SBA feels it is essential for Small Business Investment Companies to obtain this private financing since they comprise the institutional source of equity funds for small firms. Without the seed capital SBICs provide, many new firms would never be able to start a business or maintain their growth, he said further.

Doubles leverage

The second measure, approved Oct. 27 of this year, doubles current leverage for regular SBICs from $7.5 million to $15 million on $2 to $1 leverage and from $10 million to $20 million on $3 to $1 leverage.

It also lowers the amount of private capital required for $3 to $1 leverage from $1 million to $500,000.

The law also gives MESBICs (SBICs financing minority concerns) an interest subsidy rate of up to three percent on the subordinated debentures they issue for the first five years of their terms. MESBICs can sell preferred stock to the Small Business Administration in an amount equal to their private capital if this exceeds $500,000.

Another feature of the law allows regular SBICs to own all or part of a MESBIC, and permits MESBICs to be chartered as nonprofit organizations. In addition, all SBICs may invest in unincorporated businesses.

"The effects of these legislative liberalizations are only beginning to be felt," Kleppe stated, "However, it is anticipated that there will be an increased demand for leverage funds by SBICs in the next pooled public sale of their debentures as a result of the additional availability."

It appears likely that some of the smaller SBICs will attempt, through mergers and increases in private capital, to reach the $500,000 threshold for $3 to $1 leverage funds.

The new provisions allowing SBICs to invest in the equity of unincorporated businesses will broaden the range of their potential clientele and make possible much greater utilization of equity financing by the small community, Kleppe explained further.

GETTING ADVICE—*Small businessman Richard Locklear (left), reviews details of a General Service Administration contract with Peggy Ewing, GSA Region 3, Washington, D.C., business specialist.*

"At this juncture," said Kleppe, "the SBIC idea and the SBIC financial vehicle offer individual and corporate investors a most inviting prospect for involvement in a stimulating economic pursuit—the venture capital financing of small business entrepreneurs."

Sound footing

"The industry is now on a sound, steady footing, ready to forge ahead in the field of venture capital," the SBA Administrator added. "SBICs, a key segment of the financial system of the Nation, constitute a vital force essential to maintaining the strength of our economy."

SBICs are one of the few effective and lasting financial high-risk partnerships between the Federal government and the private sector. Some 274 regular SBICs around the country are reported as of March 31, 1972, with total assets of $673 million, with $502 million of outstanding investments in small business.

During the year ended on that date, they disbursed $169 million to small business concerns.

Small businesses have received approximately 41,000 financings totaling more than $2 billion of venture capital since the SBIC program began in 1958. The swing to equity or equity-type financing as contrasted with straight loans continued for this most recent year, with 60.4 percent of outstanding total disbursements representing equity and 39.6 percent comprising loans. For the previous year, the corresponding percentages of outstanding disbursements were 59.4 and 40.6.

Profit picture good

The profit picture brightened for SBICs in the year ended March 31, 1972. Sixty-four percent of the companies reported positive rates of return, as compared with 59 percent in the previous year. Operating income was up slightly, but the amount of realized gains after taxes was almost 2.5 times that for the prior year. The overall net rate of return on invested capital for all companies combined was 0.8 percent, as compared with a negative rate of 3.6 percent in the preceding year.

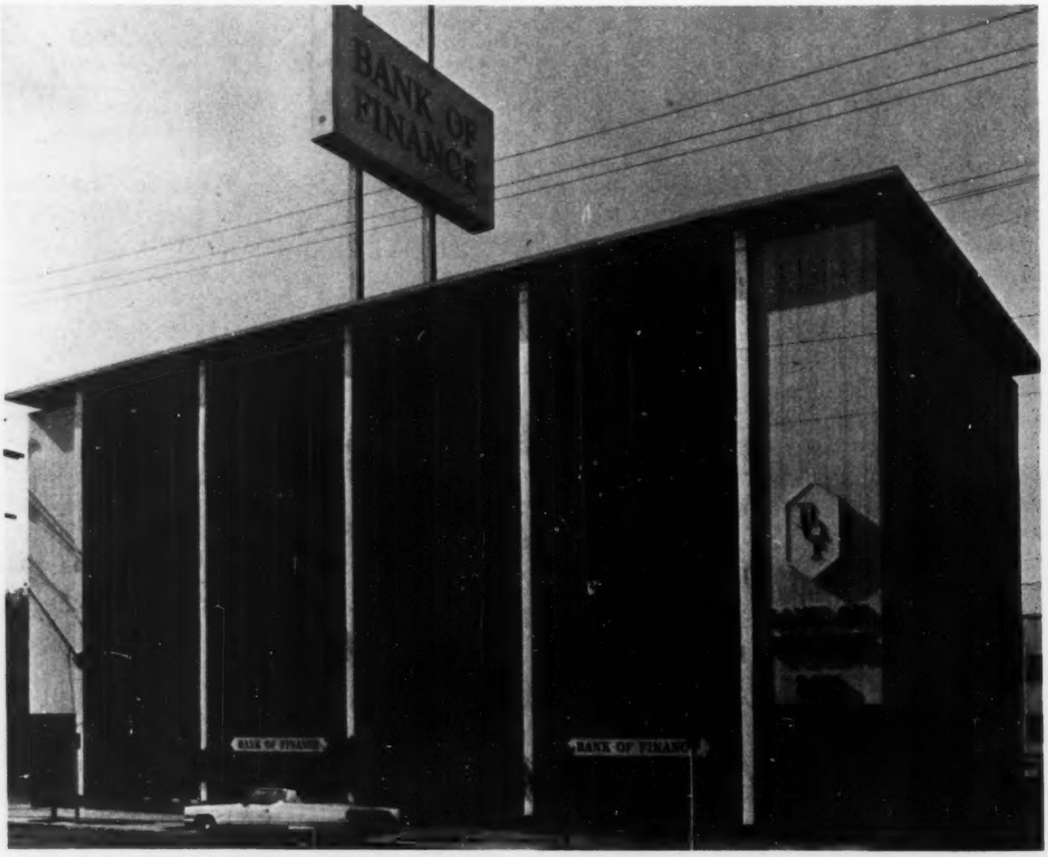
Of the 49 MESBICs licensed as of March 31, 1972, 31 reported to SBA for the year then ended, the other 18 being new companies not yet in the reporting stage.

About 65 percent of the $12 million total assets of the reporting MESBICS was still in the form of cash and equivalents, reflecting the startup status of the MESBIC program. An insufficient number of companies have as yet reported for periods of significant length to permit a valid analysis of the trends in the MESBICs program.

"Venture capital is an exciting business," Kleppe concluded. "It is rewarding not only in terms of money, for SBICs can and do make money for their investors, but from the standpoint of personal challenge. Clearly, the climate for innovation has been enhanced; clearly the availability of venture capital to SBICs has been improved. . . .

"Clearly, SBICs are an asset in expanding the Nation's economic wealth."

—Small Business Administration



MONEY FLOW—*Small Businessmen with help from SBA turn to banks and this one is typical of the growing number of minority-owned banks around the country. Los Angeles' Bank of Finance recently joined eight other minority-owned banks to extend $1 million line of credit to Levi Strauss & Co.*

Selling Goods, Services To U.S.? Here's The Route—

Large, Small, Medium-Sized Businesses Find Federal Government World's Biggest Market

That gentleman who wears the stars and stripes and dons a tall top hat signs more contracts to buy more goods and services than anyone else in the world.

But, too frequently the term "government contract" brings to mind complex transactions with price tags in the multi-million dollar range. This often scares off small or medium-sized businessmen who feel they may not have the capabilities to compete for Federal Government contracts.

Many businessmen—particularly owners of small or minority businesses—are unaware that the Federal Government enters into thousands of supply, construction, and service contracts each year that can be handled by small firms.

Lack of knowledge as to what products and services are needed by the Federal Government, coupled with misunderstanding of Government purchasing methods, often leads the businessman—large or small—to the conclusion that doing business with Uncle Sam is just too complicated to be worth his time and effort.

business service centers
ASSISTANCE
tailored to fit the needs of the individual businessman and his specific products to be marketed
SUCH AS

HELP FOR SMALL BUSINESSES—*Representatives of GSA's Business Service Centers participate in seminars designed to inform and assist minority businessmen. Peggy Ewing (left) of the Washington Regional Office is shown in action at a seminar.*

Whether they have products or services to sell, or wish to buy surplus Government property, what many businesses need is simply the assistance of someone who knows the ins and outs of doing business with the Federal Government.

The General Services Administration, through its 12 Business Service Centers strategically located across the country, has been providing that assistance, *free*, for more than 20 years.

Business Service Centers have been set up nationwide to help the businessman obtain Government contracts and to stimulate his interest in these contracts. Special emphasis is placed on assisting the minority businessman, but the service is not limited to serving minorities. The centers can also be of great assistance to firms which are too large to qualify as small businesses under the Small Business Act, but which cannot afford to employ full time contract experts to obtain Government contracts.

Specialists at the centers provide information and counseling on all GSA programs which deal with purchases of goods or services. If GSA does not have a need which coincides with the potential contractor's capabilities, these specialists will provide information on other Federal agencies which may be able to utilize its product or service.

According to Gordon Knight, Director of GSA's Business Services Program more than 50 percent of the centers' staffs time is spent in individual and group counseling, including giving assistance on contract services and contract liaison. Each year an average of 160,000 businessmen receive person-to-person counseling from the centers' specialists, many of whom end up with Government contracts, or a subcontract from a prime contractor signed to a job.

Full help given

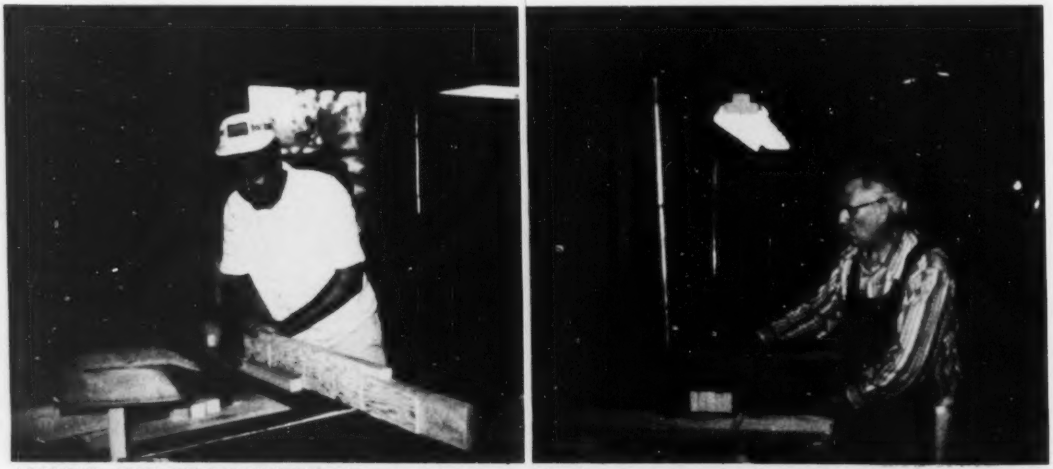
Counseling said Knight, includes information on Federal procurement and disposal policies, introduction of new products to the Government, disposal policies, bidding procedures and related documents, specifications, contract forms and conditions, quantities and prices of past contract awards and names of current prime contractors from whom subcontracts might be obtained.

The centers also display current bid invitations, bid tabulations, contract awards data, and GSA catalogs and information pamphlets.

E. R. Ritchey, president of TKO Chemical Company, Inc. of St. Joseph, Mo., is one of the thousands of small businessmen who have benefitted from counseling at GSA's centers.

Ritchey's firm was about to be dropped from Federal procurement schedule, when it developed a new product for use in the photographic, graphic arts, microfilm and x-ray fields.

Ritchey turned to the Kansas City Business Service Center for advice. Center business affairs specialists counseled and steered him to the proper Federal agencies. As a result, 52 agencies have purchased the product and are testing it. Once the product is in use government-wide, it is expected to result in savings to the taxpayers of $14 million per year.



ALMOST OUT OF BUSINESS—*Associated Furniture, Thomasville, N.C., was about to go out of business when its vice president, Charles Miller, attended a Federal Procurement Seminar. As a result, Associated Furniture is now going full steam ahead, having been awarded more than $395,000 in contracts from the Federal Government for the manufacture of office chairs, desks and attachments. Two Associated Furniture employees are shown in the pictures above, getting those orders ready.*

In addition to services provided at the centers, specialists actively seek out potential buyers and suppliers, thereby providing new sources for satisfying government needs and stimulating competition for contracts.

The centers use all available means to reach businessmen, Knight pointed out. Some of the means referred to include civic functions, civic groups and associations, meetings and conferences sponsored by Chambers of Commerce, Congressional offices, community action groups and the Department of Commerce.

GSA representatives attended 557 such functions during fiscal year 1972, counseling over 20,000 businessmen at the meetings. Traveling business affairs specialists seek out businessmen in cities where GSA does not operate centers. Though only recently initiated, this "circuit rider" program enabled some 900 contractors in 84 cities to take advantage of individual counseling services during fiscal 1972.

Presidential program

In accordance with President Nixon's Minority Business Enterprise Program, Arthur F. Sampson, head of GSA, places special emphasis on encouraging growth and development of firms owned by socially or economically disadvantaged businessmen. Counselors at the centers, seven of whom are minority members themselves, concentrate on helping minority businessmen obtain "8(a) contracts." During fiscal 1972, the centers counseled more than 8,000 minority businessmen.

Section 8(a) of the Small Business Act, which allows preferential contracting by the Federal Government with minority businesses, is the legal backbone of this phase of the program. Its philosophy is simple. When President Nixon took office in 1969, minorities composed 17 percent of our population but owned only four percent of America's businesses and took in less than one percent of gross national business receipts. Narrowing this gap is a vital step in the pursuit of a free and open society.

Since 1969, the Federal Government through the Small Business Administration, has awarded more than 2,800 non-competitive contracts, valued at over $263 million, to minority firms under Section 8(a). The number and total value of contracts awarded government-wide have more than doubled each year since the program's inception.

GSA's record in this area is impressive. In fiscal 1970, 53 contracts worth $3.4 million were awarded. The next year's figures jumped to 236 contracts worth $15.4 million. In fiscal 1972 the numbers again more than doubled with 473 contracts valued at $34.7 million. At the end of the first four months of fiscal 1973, GSA was already nearing its goal of $32 million for the year, with 121 contracts worth $23.8 million.

GSA'S FEDERAL SUPPLY SERVICE—*Don Mathias, shown addressing a Federal Procurement Seminar, is Director of the Socio-Economic Staff of GSA's Federal Supply Service, and has responsibility for the agency's Minority Business Program.*

FINDING OUT HOW TO DO IT—*Specialists at GSA Business-Service Centers provide information and assistance on all GSA programs which deal with businessmen selling to the Federal Government.*

The total value of contracts awarded minority-owned firms by GSA since the program began is $77.4 million. Ninety-five of these were concession contracts valued at more than $23 million and 797 were supply, service, and construction contracts worth $54.5 million.

Minority-owned businesses also have been awarded 3,390 competitive contracts valued at $11.2 million since the beginning of fiscal

UNCLE SAM NEEDS SERVICE—*Contracts are awarded to small businessmen, including minority businessmen, for performing many of the services needed by the U.S. Business Service Centers, operated by GSA, help these businessmen learn how to bid for contracts, such as car repair service.*

1970, without special consideration under Section 8(a).

Don Mathias, Director of the Socio-Economic Staff of GSA's Federal Supply Service, has overall responsibility for the operation of the agency's Minority Business Program. Working closely with 8(a) policy managers in GSA's five services, regional coordinators in the ten regions, and counselors at the Business Service Centers, Mathias strives to achieve maximum participation by minority businessmen in the program.

He and his staff coordinate and moderate Minority Business Opportunity Seminars designed to inform and assist the minority businessman. The seminars are co-sponsored by the Federal Procurement Task Force on Minority Business Enterprise, of which M. Shy Meeker, Commissioner of the Federal Supply Service, is chairman, and the Office of Minority Business Enterprise of the Department of Commerce.

Eighty-one seminars, with a total of more than 20,000 in attendance, have been held since the beginning of fiscal 1970. Originally known as Federal Procurement Seminars, they focused on opportunities for minority businessmen in the Federal proceurement system. In 1972 the scope of the seminars was expanded to cover all fields of contracting with the Federal Government and to provide information on business opportunities in the private sector.

The one-day seminars offer person-to-person counseling from representatives of all Federal agencies, complemented by one-hour workshops aimed at furnishing more specific information in the individual businessman's particular area of interest. Workshops are conducted by Federal agencies, private companies, banks and business development organizations in such fields as 8(a) procedures, contracting and subcontracting, financing, management and technical assistance, and private sector opportunities.

Associated Furniture, Thomasville, N.C., was about to go out of business when Charles Miller, vice president of the firm, attended a Federal Procurement Seminar in Greensboro, N.C., during the summer of 1971. Since the seminar, Associated Furniture has been awarded over $395,000 in contracts under Section 8(a) for the manufacture of office chairs, desks and attachments. The firm's business has tripled, and Miller expects to enter commercial markets in the near future.

Commerce Business Daily, ***a five-day-a-week publication of the Commerce Department, publishes a daily list of U.S. Government procurement invitations, subcontracting leads, contract awards, sales of surplus property and foreign business opportunities. This aide to businessmen—large and small—is available for $25 annually. Information on subscriptions may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C., or any Commerce Field Office.***

Ask Charlie Miller how his firm has benefited under the Minority Business Enterprise Program. His answer is honest and straight to the point. "It enabled us to stay in business and keep our employees working."

GSA, as evidenced by its Business Service Centers and the Minority Business Program, is dedicated to helping the businessman and increasing competition for government contracts. Businessmen interested in doing business with the Federal Government should contact the nearest GSA Business Service Center for assistance. Centers are located in Boston, New York City, Washington, D.C., Philadelphia, Atlanta, Chicago, Kansas City, Mo., Forth Worth, Tex., Denver, San Francisco, Los Angeles, and Seattle.

For the address of the nearest center write to: Director, Business Services (ALIB), GSA, 18th and F Streets, N.W., Washington, D.C. 20405.

Containers Injecting New Life Into U.S. Maritime Industry

Increased Use Speeds U.S. Goods To Foreign Markets; Brings Upward Thrust In Productivity

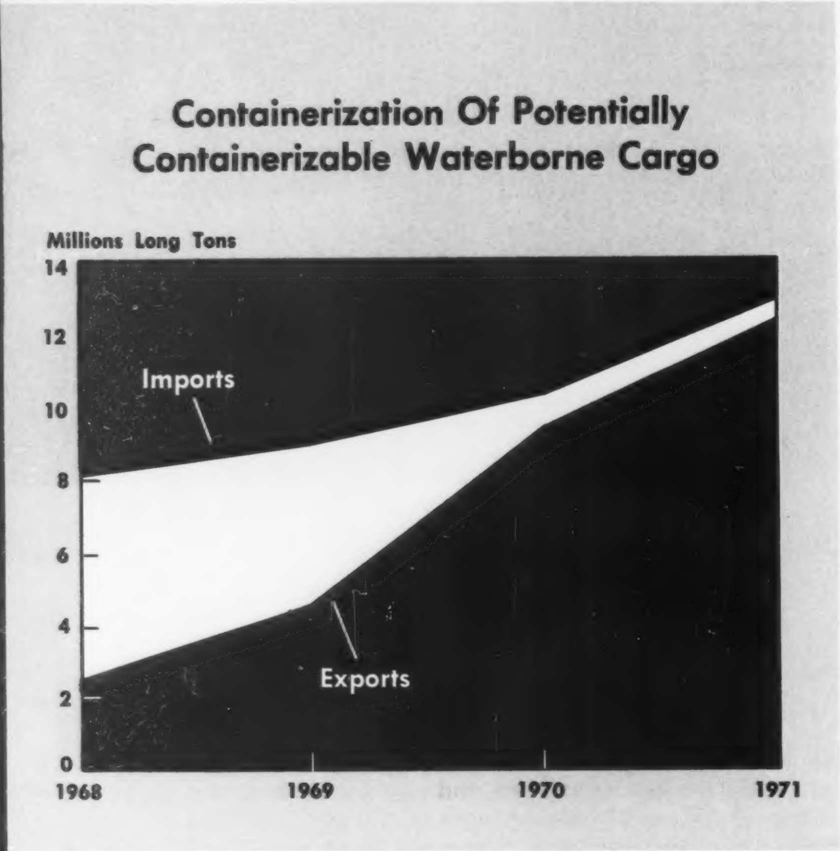
American businessmen will be able to move more rapidly into foreign markets with the development of containerized shipping.

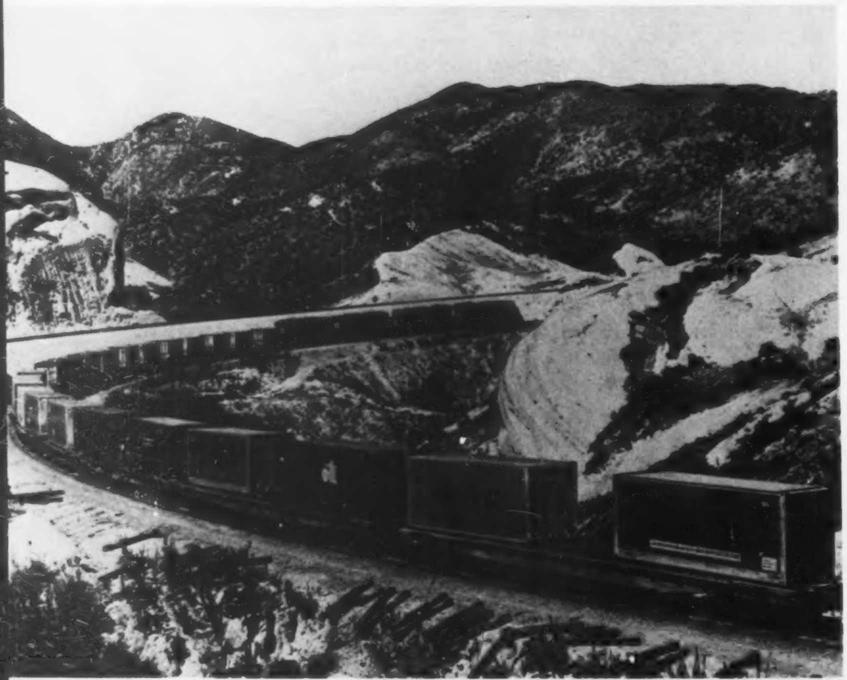
The intermodal concept of freight movement is gaining new momentum in an era in which the U.S. businessman seeks faster and less expensive ways to move his goods to markets at home and abroad.

Where fully developed—in Puerto Rico, for example—containerization has sent productivity in the maritime freight industry spiraling in an age when productivity in other industries has been generally lagging. And, its overall economic impact on the areas with access to containerports and on the industries involved has generally offset the temporary job displacement experienced by longshoremen.

Containerization is expanding rapidly and future forecasts predict even more promising developments: More and bigger containerships. More and bigger containerports. Improved methods of unloading and loading cargoes through use of barges and mechanized equipment, more automation, and expansion of the ship-borne barge concept.

Still, there are problems to be ironed out. One is labor. A key advantage of containerization is uninterrupted transportation—by land and sea. And long and costly dock strikes have not passed unnoticed.





CONTAINERS BY LAND—*Overland travel is one aspect of the containerized shipping and continuity a key phase in the rapidly developing mode of shipping. These containers, traveling by train, can be switched to trucks to reach their final destination.*

These conclusions are drawn from an essay by Armour Armstrong, chief of the Maritime Administration's Office of Ports and Intermodal Systems, and John J. Schulter, Labor Adviser, Trade Union Exchange Programs Division, International Labor Advisory Board, as well as from a study made for the Maritime Administration—"The Impact of Maritime Containerization on the U.S. Transportation System."

In one of six recommendations, the report noted that much of the current controversy regarding national labor policy, particularly on the question of the right to strike in essential services is being conducted without a firm base of information.

The report recommended that the Maritime Administration quantify the costs to the economy of container handling and ship manning at present and proposed manpower levels under present and proposed conditions.

Concurrently the report said, Maritime Administration should forecast longshore and offshore work opportunities at the different levels and conditions as functions of U.S. flag shares of total container cargo flows. MarAd should then promote programs to provide long-term balance between labor requirements and work force size at the maximum level of U.S.-flag participation.

Labor understanding

Armstrong and Schulter wrote that:

"To the union official, whether domestic or foreign whose primary function is to keep his men working and earning good wages, any innovation, however economic and practical, which threatens this process invites a negative reaction, and this feeling is not limited to American union officials alone as strikes on foreign waterfronts have indicated."

The economic benefit of containerization to the community is not readily understood in the ranks of organized labor.

The Bureau of International Labor Affairs of the Labor Department and the Maritime Administration have set out to establish a program of joint collaboration wherein it is hoped that similar labor disruptions abroad might be avoided or else mitigated.

Both agencies seek to make their greatest contribution by trying to create a climate among foreign trade unionists whereby they will understand the nature of this new technology, the impact that it will have on the indigenous longshore labor force, and the options available to them in social benefits to lessen its worst effects. In this effort, the U.S. government has the proven and assured cooperation of the American maritime unions.

As with American longshore unions, there are obvious, justifiable and thoroughly understandable fears that the introduction of such a new and radical technology in the maritime industry will add an even greater burden to unemployment—now endemic in all lesser developed countries.

First of the programs was an AID-sponsored trade union team exchange under which some 85 foreign trade unionists from the longshore industry came to this country to see what the container technology looked like and to exchange views with management and union officials in the longshore industry.

As a result, there has been a marked change in the attitudes of some union officials, particularly from Latin America. It has taken the form of an acknowledgment that containers are now a force in the industry and an orderly accommodation has to be made to their employment.

"Those familiar with what is on the drawing boards in the container industry will admit that this revolution is still in its infancy," Armstrong and Schuler wrote, "that much is yet to come, and that when it does, it will bring not only blessings but, if not well planned in its further growth, threats of dire consequences which the U.S. must be alert to mitigate wherever it can."

Spark ignited

The principal spark that ignited the container revolution, according to the Armstrong-Schulter essay, was the high direct cost of handling small units of freight and the unreasonably low productivity of these expensive vessels spending as much as half their voyage time in port.

Application of the principles of modern industrial engineering to the handling of containers was along the following lines:

Standardization: The number of container models was and has been limited, at least in the United States, to three or four sizes. Although containers can be heated, cooled, ventilated, or insulated, they adhere to precise standard sizes. Hence the containers can be readily interchanged between ships, trucks, and railroad cars, by equally standardized machinery.

Specialization: The standardized container has brought about a redesign of equipment in the underlying modes of carriage—the ships, the trucks, the rail cars and even airplanes—to maximize the efficient handling and transporting of the container.

CONTAINERSHIP LAUNCHED—*Bigger containerships are a key to the future. The SS PRESIDENT MADISON, second of four new vessels being built by Ingalls Shipbuilding Division of Litton Industries for American President Lines of San Francisco, slides down the ways in launching ceremonies.*

Simplification: The pieces of cargo are unitized. They are assembled, sealed in a box, and, as a unit, without further handling of the individual pieces of the shipment, are transported from the shipper to the consignee over land and water without the seal being broken.

The same central principles are likewise embodied in the roll on, roll off vessels which provide ramps for wheeled equipment, such as the conventional highway semi-trailer, to be driven on or off so as to permit rapid turn around of the vessel.

Another revolutionary method to unitize cargo employing these three principles is the barge-ship concept known commercially as LASH (Lighter Aboard Ship) and SEABEE (Sea Barge). While differing in engineering approaches, dimensions and design features, both LASH and SEABEE have the ability to load and discharge barges at harbors and estuaries, away from docks and piers.

The barges and lighters serve as floating cargo compartments and are prestowed and ready to be lifted aboard and conversely discharged using the ship's own equipment.

—Maritime Administration

DOMESTIC BUSINESS REPORT

- **Energy shortage given priority nationally**
- **District population near 'ideal' mark**
- **Housing report reveals U.S. characteristics**
- **New office opens in new bureau**
- **More effective aid for minority business**

Growing Energy Shortage Is Top Concern

The U.S. is living in an era in which energy has been regarded as a perpetual motion machine, Secretary Peterson has said, in identifying one of the basic causes of the "so-called energy crises."

The Commerce Secretary, in an address last month before the American Petroleum Institute in Chicago, Ill., listed other reasons for the problem as the fact that "through our energy price structure, we have been, in effect, costing out a finite inventory on a first-in, first-out basis," and "as a result, the normal market forces which might otherwise have brought new energy sources on stream, have not been operating."

The Secretary noted that the development of resulting shortages has been gradual, but that it is "an accelerating sort of gradualism which no longer can be ignored."

The solving of the current growing energy shortage is a priority concern of the Nixon Administration, resulting in a Cabinet-level Domestic Council review ordered by the President and charged with the responsibility of coming up with options and recommendations designed to solve the problem—not only during the present critical period which should exist until 1985, but also for the longer term period, from 1985 to the turn of the next century.

Priority importance

"No new Presidential initiative coming in 1973," said Peterson, "will be more important than this one."

Referring to the era when energy was regarded as a perpetual motion machine—that era in which the U.S. is now living—Peterson pointed out that it was a happy era of low costs, low risks and high benefits.

"But," he stressed, "it was not the equivalent of a perpetual motion machine" even though the country looked at it as such.

"The result," the Secretary stated, "was gross inefficiency. Production of electric power, for instance, is 40 percent efficient at best."

Speaking to the petroleum industry itself, the Secretary warned that that industry's recovery rates of electric power are only 31 percent. "While such large cheap supplies were available," he added, "it was hard to see the marginal advantage in incurring the higher costs necessary to raise efficiencies."

Consumers have not concerned themselves with their use of electricity, heat, or even gasoline for their cars. To them, the bills were one of the little nuisances of life, but cheap, and energy was taken for granted. The U.S. supply, they thought, was inexhaustible.

Because of lower costs to themselves and ultimately to the buyers of homes, homebuilders did not concern themselves with conservation of energy use. Inadequate insulation, with quantities of heat vented outside of homes and office buildings, has resulted.

People were not concerned with conserving the use of power. Lights were left on as a matter of course. Shades and blinds were not drawn in summer, imposing higher energy loads on air conditioning systems.

Speed, not direction

"As a nation," said Peterson, "we have in times past focused too much attention on the here and now. Our primary concern has been the speed at which we were moving, and not the direction in which we were heading.

"The problems we face today have their origins in the decisions we made years ago. The decisions we make today will determine the problems we face tomorrow."

The Secretary also pointed out that the era into which the U.S. is emerging will have a cost. "It may be a balance of payments cost, an environmental cost, a competitiveness cost, a discomfort cost—or all of these."

Danger signals must alert those involved that the U.S. international comparative advantage on energy is slipping away. Not only will this have economic and political implications within the continental limits, but it will affect the entire free world as well.

Long-term security

Nevertheless, the Secretary pointed out, that this is essentially a *near and medium-term problem.* "Over the long-term our energy position is reasonably secure. To meet our long-term energy requirements, we still have impressive potential resources of crude oil, natural gas, coal, uranium and shale oil," he said.

At present consumption rates, he added, basic potential energy resources have a BTU content sufficient to meet U.S. needs for at least 200 years *at present consumption rates.*

HARNESSING THE SUN FOR POWER—*Secretary Peterson points out that the U.S. greatest hope for long-term energy problem solutions lies in new sources, such as solar energy. Other new sources listed by the Secretary include fusion, fission, oil shale and geothermal energy, expected through technology advances.*

And, advances in technology are expected to bring new energy sources.

New energy sources

Examples listed by the Secretary of potential energy sources—provided the technology is found—include the breeder reactor, nuclear fusion, and solar and geothermal power . . . "which will greatly relieve the drain upon our natural energy materials."

He did note that these may be available at higher costs, but that the basic materials and technology could be there to meet our long-term energy goals.

In the meantime, the Cabinet-level Domestic Council Committee is engaging in a massive review of the laws, regulations and all of the factors which go into determining the type of energy this country uses, the sources from which it draws that energy, and the prices at which it is delivered to the users. It will recommend the "solutions which minimize the overall costs and concentrates them in the areas deemed most acceptable in terms of the nationwide interest."

The Commerce Secretary pointed to one obvious solution to the energy problem as increased exploration for and exploitation of domestic supplies.

He admitted that some dilemmas that would need to be resolved can emerge from this course: the most abundant and readily available energy supply is coal—a source of serious pollution and environmental problems; the energy source, given the existing technology, most suitable in terms of cost and environmental impact is oil and gas—but available supplies domestically are not unlimited even at higher prices.

"Most experts," said Peterson, "tell us that even if we accelerated domestic production of gas, our shortages are likely to be so great that we are likely to need all the gas we can get—including some higher cost imports."

People cannot assume that the U.S. Government will finance all of these multi-billion dollar projects, either. This is a critical issue that will receive searching scrutiny.

Multinational sharing

The Secretary informed the institute that they should know that other foreign government sources and private sources have expressed interest in participating in major ways in financing the project. And he added that "this multinational sharing might have something to say for it, both in economic and political terms." For instance, "joint projects which create more interdependence will create fewer tensions," said the Secretary, referring to the peace benefits of such ventures.

He stressed that the U.S. greatest hope for long-term energy crisis solutions lies in new sources: solar energy, fusion, fission, oil shale, and geothermal energy. "But none of these sources are currently economically practical, and most of them are not even technologically feasible at present."

In addition, the present energy shortage also poses a series of national security dilemmas, balance of payments and other foreign policy problems, of which industry should be aware. Domestic shortages, which force excessive reliance on foreign sources, could make U.S. military and defense capability vulnerable to embargo during a period of hostility.

The problems to be faced are numerous. The largest clean fuel reserves are located in areas of low political stability. Minimizing imports and allowing domestic prices to rise could result in the high cost of energy to American industry, undermining its competitiveness and reducing economic health. Rising imports could result in a further problem—"based on estimates of U.S. energy demand, the projected U.S. trade deficit in energy could be in the range of $15 billion to $21 billion by 1980."

The U.S. will not be alone in this problem either. Western Europe and Japan will keep this country company . . . the three possibly facing an aggregate energy trade deficit of from $44 billion to $62 billion by 1980.

Free world problem

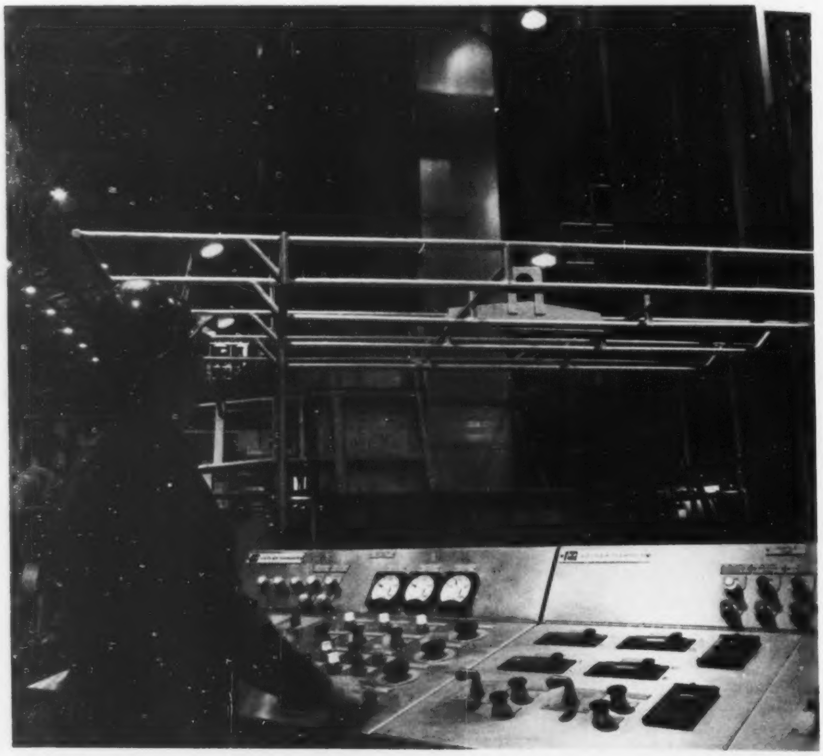
Peterson emphasized that, therefore, the energy problem is "a problem shared by the entire free world . . . fundamentally an international problem and not just a domestic problem." He stressed that the "need for international cooperation in finding a solution is compelling."

The Secretary also advised that those "who attached pre-eminent importance to preservation of the environment must wake up to the fact that they are sitting on the other end of the energy see-saw."

Auto emissions control devices use 30-40 percent more fuel, and as more crude oil goes into production for gasoline to fuel these cars, other users either have to turn to more polluting fuels, or the total consumption of crude oil rises as a result of increased imports. Which, the Secretary said, puts the U.S. back into a national security loop.

Moreover, if deep-water port construction is stopped by environmentalists, supertankers cannot dock at U.S. ports, meaning that the cost of bringing oil into the U.S. will rise, due to higher transportation costs from the use of only present average size tankers. This cost, in fact, would be approximately 60 percent more than if the oil could be transported in ships at least five times their size.

"The ecologist and economist have been talking right past each other," warned Peterson. It is his belief they need to come together



ENERGY NEED—*Industry, as well as people, depends on energy supply for the kind of goods produced and the kind of life led today in the United States. Secretary Peterson notes that the present energy shortage also poses a series of national security dilemmas, balance of payments, and foreign policy problems.*

and cooperate to find the best possible solutions to both problems.

He would like to see conservation of the environment, but along with this, conservation of energy. This, he acknowledged, will require a larger public education program to be effective.

Another problem to be solved is the "investment dilemma of how to finance energy research."

Future capital needed

Said the Secretary, "I cannot fail to be impressed by some estimates of $400 to $500 billion of capital needed by 1985 by U.S. energy companies to provide the production and distribution facilities—or about twice the current rate of capital investment."

With reference to R&D for energy shortage problems, he hopes that the U.S. will not get obsessed by only the more exotic forms of new energy. "For example, we are blessed with extensive amounts of coal.

"Our coal reserves which are commercially accessible with current mining methods are equivalent to three hundred years supply."

Crucial role

Peterson believes research and development can play a crucial role in coming up with new and balanced answers to the use of fuel like coal which will resolve environmental, safety and energy needs.

Energy research, he maintains, may hold the key to bringing back for future generations some of the millennium and nostalgia of the past.

- Energy research could give us clean energy to solve our environmental problem.
- Energy research could give the U.S. domestic energy to help solve balance of payments and national security problems.
- Energy research could give us new fields of export competitiveness and provide the domestic economy and domestic employment with a healthy boost.

—Office of the Secretary

'Ideal' Mark In District Population Shows In Latest State Averages

In all but 50 of the Nation's 435 congressional districts the population differs less than 1 percent from the "ideal"—the State average congressional district population.

These and other effects of the "one man, one vote" rule are shown in a new Census Bureau report. It gives the total district-by-district population of voting age in 1970 the 1960 figure and the number and percentage change.

Members of the House of Representatives elected to the 93rd Congress Nov. 7 will represent districts which differ only very slightly in population. In 385 of the 435 House districts, the population in the districts varies less than 1 percent from the average of the states in which they are located. In 41 districts, the deviation ranges from 1 to 5 percent and in three the deviation is between 5 and 10 percent. The remaining six seats are in states with only one House member.

In contrast, only nine of the districts in the 88th Congress, elected November 1962, deviated less than 1 percent from the average; 81 were between 1 and 5 percent, 87 were from 5 to 10 percent, and in 236 districts, the deviation was 10 percent or greater. And, there were 22 at large seats in the 88th Congress.

The average deviation from the ideal district size will be less than one half of one percent for the 93rd Congress, compared with 17 percent for the 88th.

The closeness to which absolute proportional representation has been achieved for the 93rd Congress is a result of reapportionment based on new population figures from the 1970 census, and the Supreme Court's "one man, one vote" decision of 1964.

As a result of the census, 14 states gained or lost house seats. California gained five, Florida, three, and Arizona, Colorado and Texas, one each. New York and Pennsylvania each lost two seats. Alabama, Iowa, North Dakota, Ohio, Tennessee, West Virginia and Wisconsin lost one each.

Congressional district boundaries have been redrawn in 40 states since the 1970 census. Only Hawaii, Maine, Nebraska, and New Mexico have retained the district boundaries they had in the 92nd Congress. Alaska, Delaware, Nevada, North Dakota, Vermont, and Wyoming will elect a single Representative at Large.

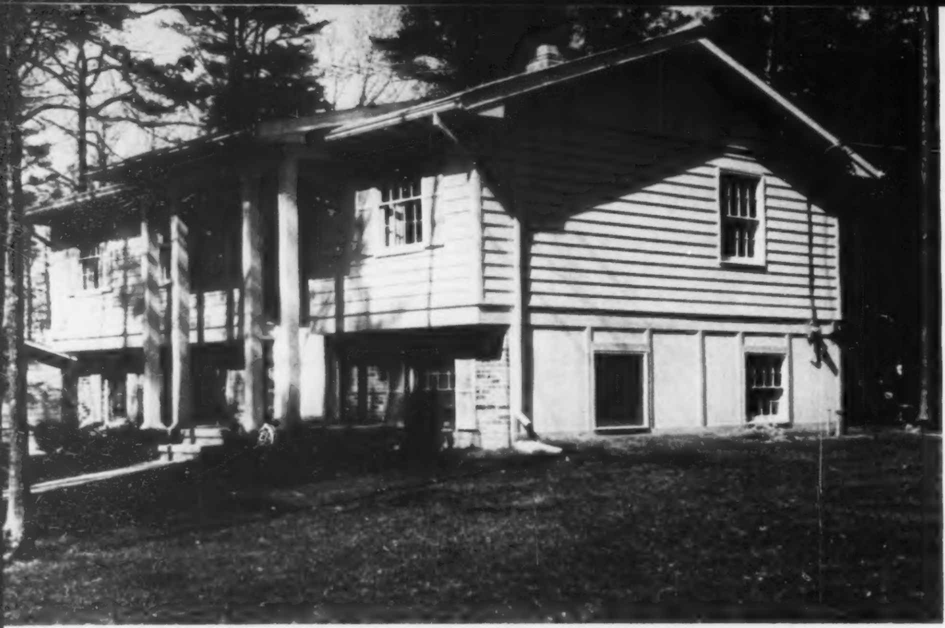
Average count

The average 1970 population count for districts in the 93rd Congress is 465,000. The largest congressional district is the First of Utah, with 530,000, and the smallest is the First of South Dakota, with 333,000. However, all but 58 of the 429 districts in multi-district states fall between 450,000 and 500,000 population.

Copies of "1970 Population of Congressional Districts for the 93rd Congress," Supplementary Report PC (S1)-28, are available for 25 cents from the Superintendent of Documents, Government Printing Office, Washington, D.C., 20402, or from Commerce field offices in major cities.

Individual state reports for districts of the 93rd Congress have been published by the Census Bureau in the Congressional District Data Book reports, Series CDDB-93. These contain selected data on elections and population and housing characteristics for each district as well as maps showing district boundaries. Order forms for this series are available from the Publications Distribution Section, Social and Economic Statistics Administration, Washington, D.C., 20233.

—Census Bureau



HOMES VS. INCOMES—*A new Census Bureau report, "Metropolitan Housing Characteristics, U.S. and Regions," points out that the households in housing units built during 1960-68 have the highest median income ($11,500), according to the 1970 census. The housing boom has been strong over the last year.*

Corollaries To Homes, Incomes Drawn In New Census Report

Households in housing units built during 1960-68 have the highest median income ($11,500), according to the 1970 census.

Families and individuals living in older housing had generally lower incomes. And mobile homes have strong appeal for young homeowners.

These conclusions are made from a new Census Bureau report, "Metropolitan Housing Characteristics, U.S. and Regions."

It shows the median income for households in housing built during 1950-60 was $11,100; and the figure for households in the very newest housing—built during 1969 and the first quarter of 1970—was a little lower, $10,500. Households in housing built earlier than 1950 however, had a 1970 median income of $8,100.

For renter households, the median was $8,000 for those in units built during 1960-68. For units built during 1950-60 the median was $6,900; $7,600 for those units built during 1969 and the first quarter of 1970; but only $5,700 for those in housing built earlier than 1950.

Owner-occupied units counted in the census totaled 39.9 million; renter-occupied units numbered 23.6 million. The median income for all owners was $9,700 and for all renters, it was $6,300.

Income homeowners

A heavy percentage of people in the higher income brackets owned their homes. Among owners there were 2.1 million with incomes of $25,000 or more; 6.8 million with incomes of $15,000 to $24,999; 10.4 million in the $10,000 to $14,999 range; 11.3 million with $5,000 to $9,999; and 5.6 million with $2,000 to $4,999. In addition, there were 3.8 million owners with incomes of less than $2,000 in 1970.

Among renters there were 381,000 with incomes of $25,000 or more; 1.6 million with $15,000 to $24,999; 3.9 million in the $10,000 to $14,999 range; 8.3 million with $5,000 to $9,999; and 5.4 million with $2,000 to $4,999. Renter households with incomes of less than $2,000 amounted to 3.9 million in 1970.

Of 1.8 million mobile homeowners counted in the 1970 census, 13 percent or about 232,000 were husband-wife families with the husband under 25 years of age.

The proportion of all owner-occupied units belonging to husband-wife families with the husband under 25 was only 2 percent or about 800,000 of the 39.9 million units.

Mobile homes popular

Mobile homes are also popular with husband-wife families with the head 25 to 34 years old. About 21 percent or 364,000 mobile homes were in this group. Another 19 percent or 334,000 belonged to husband-wife families with the head 45 to 64 years old.

Other data in the new report includes cross-tabulations by race of housing and household characteristics by property values, rents and by size of structure.

Single copies may be obtained for $3.50 from the Superintendent of Documents, Government Printing Office, Washington, D.C., or from Commerce field offices in major cities of the U.S.

—*Census Bureau*

Ombudsman For Business

Businessmen who need assistance in their dealings with the Federal Government now have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints—the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

New Office Open To Assist Business Under Federal Ombudsman Direction

A new office has been created in the Commerce Department to fulfill a growing need—response to relevant business inquiries and the provision of technical advice and assistance to the Nation's business community.

"The new office — the Office of Business Assistance—has been established as a result of the reorganization of the Domestic and International Business Administration. It will function under the direction of the Ombudsman for Business and will answer questions of a general and technical nature previously handled by the Industry Division of the former Bureau of Domestic Commerce."

New Bureau

The Bureau, now known as the Bureau of Competitive Assessment and Business Policy and headed by Gary M. Cook as Director and Paul O'Day as Deputy Director, has been reorganized to become more responsive to business' needs and to assist in measuring the growth of productivity nationwide.

An elite group of government officials have been selected to serve in the new Office of Business Assistance as its nucleus. The Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary of Commerce, will head the office, as well as retaining his other responsibilities as government-wide Ombudsman.

Drumm said that he welcomes this additional responsibility because of the better service the Department will be able to give business, government, organizations and associations and individuals through its assistance in Commerce Department matters.

"Furthermore," he noted, "the creation of OBA will release industry and commodity specialists in the Bureau from these duties, allowing them to concentrate more fully on developing their responsibilities to the business community."

Frank Bruzda, on loan to the Government from the Girard Bank, Philadelphia, Pa., through the President's Executive Interchange Program, will serve as Drumm's Deputy Director of OBA. Other top level government officials appointed to the new office include Thornton Moore, Ted Smith and Bryan Hessler.

Moore is an expert in marketing, distribution, consumer affairs and durable goods. Smith is an authority in the manufacturing and food products areas. Hessler's expertise lies in dealing with Congressional and legislative matters. All three men have held previous high-level positions with the Federal Government.

Included in the duties and responsibilities of the new office will be those of:

- Providing a focal point in BCABP for receiving and answering requests for information.
- Creating an awareness of the functions and programs of the Commerce Department.
- Fostering and developing better relationships with Chambers of Commerce, manufacturers and trade associations and other business-related organizations.

Thomas E. Drumm, Jr., Ombudsman for Business

- Planning, organizing and executing business-government forums, seminars and conferences.
- Participating as speakers and panelists in business and trade events, meetings, seminars, conferences sponsored by trade and professional organizations to bring the services of the Commerce Department directly to these organizations and their memberships.
- Arranging for speakers, panelists, and others for conferences, symposiums and meetings on business and trade.
- Encouraging participation in such events by representatives of other units of the Department.

The business-government forums which will be implemented by OBA will be an extension of a new service begun by the Office of the Ombudsman. The first in a planned series of Ombudsman Business-Government Forums was conducted last September in Chicago, Ill., under the co-sponsorship of the Illinois Manufacturers' Association.

The purpose of the forums is to bring the Ombudsman and other top government officials in direct contact with local businessmen to improve the dialogue between them and resolve problems and differences that might arise. Additional forums, with the assistance of OBA, are being planned in other centers of industry and trade throughout the country.

The Ombudsman for Business Office, which has just completed its 20th month of operation, was created April 1, 1971, as the one central place in the Federal Government where businessmen and others could address their requests for information and service, as well as to voice their complaints, criticisms and suggestions.

Secretary Peterson said that the Office has demonstrated how useful this new service has become to the business community.

"What began as an experiment

COORDINATING ACTIONS—*New officials with the Office of Business Assistance sit down with the Ombudsman for Business to begin their work on responding to business' needs. At the meeting are (left to right) Thornton Moore, OBA, Frank Bruzda, Deputy Director, OBA, Thomas E. Drumm, Jr., the Ombudsman, Gordon Schmidt, assistant to the Ombudsman, Ted Smith and Bryan Hessler, both of OBA.*

in government-business relations," the Secretary noted, "has proved so successful that the office has become a necessary institution of government."

Drumm emphasized that the creation of the office to give the Ombudsman Office support in the Commerce Department will in no way change his relations with the other Federal agencies.

"Our office," said the Ombudsman, "will continue to work on a government-wide basis to help those who need to cut through the red tape of the Federal bureaucracy to get their answers."

The Ombudsman pointed out that the 19 key officials in 15 Federal agencies who serve as liaison to his office are senior officials at the levels of General Counsels, Assistant Secretaries and Executive Assistants, all of whom are in positions to get action on their inquiries into businessmen's problems.

Commerce field offices and other regional offices also work closely with him.

The office of the Ombudsman for Business has provided services to large, small and medium-sized corporations, members of Congress, manufacturing and trade associations, Chambers of Commerce, professional societies, attorneys, accountants, colleges and universities, minority entrepreneurs, economic and industrial development commissions, and Federal, State and local governments.

Inquiries and requests for service have come from all 50 United States, the District of Columbia, the Virgin Islands, Puerto Rico, Guam, and 47 foreign countries.

More than 6000 cases have been handled to date.

Drumm said the largest number of inquiries deal with Federal procurement, "since the Federal Government is the largest customer in the world." Other matters which the office has handled involve government loans, grants, guarantees and subsidies, international and domestic market data, imports, product safety, occupational safety and health, wages and hours, standards, technology transfer, trade with Russian and other Eastern bloc countries, trade with China, industrial pollution abatement, and licensing and joint venture.

The Commerce Department official noted that when "businessmen attempt to deal with the Federal Government, they confront the biggest institution in the United States, with a bewildering number of entrances.

"I just happen to know which door they need to find," he said.

Any businessman interested in obtaining the services of the Office of Business Assistance and the Office of the Ombudsman should contact Thomas E. Drumm, Jr., the Ombudsman, at the Department of Commerce, Office of the Secretary, Washington, D.C. 20230, or call (202) 967-3178.

A third of all housing demolitions authorized in the U.S. in 1971 were concentrated in 15 cities with a population of 50,000 or more.

Approximately 140,000 housing units were authorized for demolition in 1971 in 4,100 permit-issuing places, according to a new Census Bureau.

Forty-five thousand were in the 15 cities. New York City led with 15,500 units authorized for demolition, followed by Chicago with 6,900 units and Los Angeles with 4,100 units.

In 14 cities with a population of 50,000 or more, more housing units were authorized for demolition in 1971 than were authorized for new construction. Sixty-five thousand were authorized for demolition and 2,900 for new construction.

***These figures do not include disappearances from housing inventory due to abandonment, conversion to nonhousekeeping and nonresidential use, fire, flood and other natural disaster.*—Census Bureau**

BUSINESS DEVELOPMENT AT WORK—*Guy Ellison Sr. (right), owner of Ellison's Rest Home in Durham, N.C., shows the site of his new facility to (left to right) Jessie B. Anglin, Jr., comptroller of Mechanics and Farmers Bank, Ralph A. Hunt, director of Project Outreach—the local business development organization that helped—and Mrs. Ellison. Project Outreach assisted Ellison to secure a $117,000 SBA-guaranteed loan from the bank for construction of the new facility.*

Minority Assistance Groups Chart Standardized Nationwide Tactics

More effective local business development operations for minorities are to be expected as the result of an in-depth conference now in progress in Phoenix, Ariz.

The Dec. 10-15 conference, sponsored by Commerce's Office of Minority Business Enterprise, is bringing together some 500 representatives of OMBE-funded Business Development Organizations from all around the country to study their mutual problems and standardize their procedures to better assist minorities who want to start a business of their own or expand existing businesses.

John L. Jenkins, OMBE's Director who spearheaded the national meeting, said that the initial idea for the conference grew from the need to help BDOs improve their basis in financial-area assistance to their clients.

Realizing that the BDOs needed more than this—in fact, there exists a need for uniformity of quality and purpose of their organizations nationwide—it was decided to build an overall conference program to cover all areas of BDO responsibility. The result was the present conference — which promises to be the most comprehensive conference program put together to date by the Commerce Department to assist minority organizations.

BDO support, an initial thrust of the OMBE program, was markedly expanded following President Nixon's message to Congress last year on building minority business enterprise, and the legislation passed by that body as a result.

Part of the rulings of that legislation granted an additional budget to OMBE for the purpose of funding public and private organizations to provide management assistance to minority businesses and of defraying all or part of the costs of pilot or demonstration projects which are designed to overcome the special problems of minority business enterprises.

With this budget, OMBE has been able to award contracts to both public and private organizations that are minority-oriented and have the capabilities of stimulating and influencing minorities within their local community to enter the mainstream of American business.

Local organizations

These local groups, called Business Development Organizations through their OMBE affiliation, serve the potential minority entrepreneur in their own communities, assisting him with financial and business packaging, identifying business opportunities, finding him technical and managerial help (often through local Business Resource Centers) and screening his capability to enter the business world.

There are now more than 145 BDOs nationwide, including 37 former Affiliate Offices to OMBE.

The BDOs, which receive their contract awards through the Community Programs Division of OMBE, receive full support at this Federal level. This support includes maintaining liaison with these organizations and others receiving OMBE financial assistance, developing standards of performance for these organizations (one of the reasons for the ongoing conference), providing guidance in developing plans of operation, monitoring performance and measuring progress, reviewing applications for financial assistance and facilitating an information interchange between organizations.

The OMBE support also promotes the mobilization of activities and resources of the organizations sponsored by the minority community, develops programs, training programs, orientations, and presentations for these BDOs, as well as documenting and disseminating reports, business packages and case histories of significance to the BDO program.

Newton Downing, Acting Deputy Director of the Community Programs Division, notes that the key to the success of the BDO program, is its ability to attract the potential or existing entrepreneur within the local community and assist him to develop a business by compensating for his deficiencies with the right kind of assistance—be that deficiency a business opportunity, a technical or management need, lack of knowledge in putting together a financial package, or others.

However, Downing warned, the BDO must be aware that the minority businessman helped must be able to overcome his problems within a reasonable length of time and those cases assisted should be ones where putting the man and the business together can result in a profitable venture within a reasonable period. Screening of applicants is therefore crucial.

One of the workshops of the six-day conference features discussion of just this problem—management of screening and counseling. In addition to the general session, seven separate workshops are planned for each day.

Although the conference is OMBE-planned and sponsored, outside experts are leading the workshop discussions. Panel leaders include:

W. Kendall Brown, president of W. Kendall Brown, Ltd., media consultants, N.Y.C.; Dr. Louis German, president, Rutgers Minority Investment Co., Newark, N.J.; Don Alexander, assistant vice president, Seattle First Nat'l. Bank; Henry Allen, vice pres., First Nat'l. Bank, Boston; Phil Blumberg, ass't. vice pres., Security Pacific Nat'l. Bank, Los Angeles.

Also, Ralph Garlick, v.p., Old Kent Bank and Trust Co., Grand Rapids, Mich.; Fred Shewell, v.p., Continental Illinois Bank & Trust, Chicago; John E. Williams, Senior commercial officer, First Pennsylvania Banking & Trust Co., Philadelphia; Ted Short, pres., Cunningham, Short, Berryman & Assoc., Los Angeles management consultants; Henry Wilfong, executive director, National Assn. of Minority CPAs, Los Angeles; Nancy Meyers, director, State Society Relations Division, American Institute of Certified Public Accountants; and Sidney Jarrow, partner, Doty, Jarrow & Co., CPA firm, Chicago, member AICPA.

Subjects covered by the workshops include:

- **General Session—Accountabilities and Responsibilities.** The purposes of this session is to ensure that the BDOs are fully aware of the nature, thrust and priority of the OMBE mission, that they recognize to whom the Director, John L. Jenkins, is accountable and in what manner, that they understand the budget and managerial constraints affecting OMBE, that they understand the Division of organizational responsibilities within OMBE and how these impact upon the BDOs.
- **Management of BDO Contracts.** Three sections will divide this workshop. The first, BDO Management, will explain management of BDO operation by objectives—to adopt a goal and performance-oriented approach to management. The second, BDO Contract Administration, will clarify contractual relationships and responsibilities, furnishing a guide for tightening controls over BDO administration as well as explaining Commerce Department-OMBE contracting procedures as they apply to BDOs. The final workshop of this section is BDO Reporting and Evaluation, the purpose of which is to clarify BDO contractual reporting responsibilities, and to describe how OMBE will evaluate BDO performance.
- **Management of Screening and Counseling.** The purpose of this workshop is to highlight the importance and key elements of initial and follow-up interviews with clients.
- **Management of Communications.** This workshop will suggest what must be done by BDOs to make the community aware of their mission and capabilities, and to suggest tools and techniques for accomplishing this task.

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ADVICE FOR MINORITY BUSINESSMEN—*Alvin Goode (left) and Hubert Hinds, both of the Brooklyn Economic Development Corporation, counsel minority businessmen at a New York Minority Business Opportunity Seminar. BLEDCO was one of five OMBE-funded business development organizations represented at that meeting.*

- **BDO Accountability for Identifying Methods of Financing a Business.** This workshop will highlight the BDOs' responsibility for helping to identify methods of financing that will lead to a viable business start or expansion, and to describe the critical elements of an effective financial plan.
- **BDO Accountability for Information and Marketing.** This session will outline the BDOs' responsibilities for collecting and disseminating information relating to minority enterprise and for helping to enhance client sales.
- **BDO Accountability for Preparing Business Plan and Loan Application Packages.** The discussion will cover descriptions of the critical elements of a business plan, and highlight the major steps required to develop and "sell" a loan package to a source of financing and, where applicable, to a government guarantor.

—Office of Minority Business Enterprise

Spanish-Speaking Veterans To Get Jobs, Training In Their Communities

Spanish-speaking veterans will get jobs, training, or other manpower assistance under two Federal contracts negotiated with the U.S. Labor Department.

One contract, for $1 million, cosigned by Hector Vasquez, executive director of the National Puerto Rican Forum, will be an outreach program for about 9,000 Spanish-speaking veterans. Ten Veterans Opportunity Centers will be established in cities with large Puerto Rican and Spanish-speaking communities.

Ten new centers

The 10 centers will be located in: New York City; Rochester; Baltimore; Boston; Bridgeport, Conn.; Hartford; Springfield, Mass.; Philadelphia; Chicago and Cleveland.

The forum will subcontract with the National Congress of Puerto Rican Veterans, Inc., to conduct the outreach program, using local organizations to operate the opportunity centers.

Each center will help locate and identify returning veterans, interview and counsel them, and refer them to jobs, training or to college courses.

The other contract furnishes $500,000 to the Puerto Rican Congress of New Jersey for veterans' outreach in the state. Representing the Congress and contract signatory was Hector Rodriquez, its executive director.

Centers will be established in Newark, Paterson and Camden under subcontracts with community manpower agencies. The New Jersey Puerto Rican veterans Association will provide the expertise in helping returning veterans adjust to civilian life.

Labor Figures Show Joblessness Among Veterans Declines

The unemployment rate for veterans 20 to 29 years of age was 6.4 percent (seasonally adjusted) in October, according to the Bureau of Labor Statistics. The non-veteran rate stood 6.6 percent.

This marks the first time since BLS began compiling statistics on Vietnam-era veteran unemployment some two years ago that the veterans rate has dipped below that of non-veterans (on a seasonally adjusted basis).

The veterans jobless rate has dropped in stages throughout 1972 —from over 8 percent in the first five months to about 7.5 percent from June through August and

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then to about 6.5 percent in September and October.

BLS says that while most of the reduction in the veterans unemployment rate reflects an improved job situation, some is due to a shift in their age composition.

Since early this year, the number of young men leaving military service has slowed considerably. In addition, a large proportion of veterans are now in the older age bracket (25-29) where the unemployment rate is lower.

This reflects a longer period since their discharge from the service and the consequent increase in their labor market experience.

Green Coffee Imports' New Report Shows Dollar Drop Of $19 Million

U.S. green (crude) coffee imports in August totaled 258 million pounds and had a value of $112 million, the U.S. Department of Commerce announced last week.

This represented declines of 28 percent in quantity and 21 percent in value compared to August 1971 imports of 360 million pounds valued at $141 million.

The average import value was 43.4¢ per pound in August 1972 compared to 39.3¢ per pound in August 1971.

Green coffee imports for the first eight months of 1972 were 1,803 million pounds valued at $736 million, representing declines of 13 percent in quantity and 14 percent in value from the corresponding period of 1971.

Soluble coffee imports in August 1972 were 4.6 million pounds valued at $5.1 million, compared to 5.5 million pounds valued at $6.8 million in August 1971, down 16 percent in quantity and 26 percent in value. The average import value of soluble coffee in August 1972 was $1.10 a pound compared to $1.24 in August 1971.

Highlights of foreign trade in coffee for August 1972 are shown in the following table. More detailed coffee trade statistics for August including country of origin, country of destination, and cumulative current year data, are available from the Consumer Goods and Services Division, Bureau of Competitive Assessment and Business Policy, Washington, D.C. 20230.

Quarter Aluminum Set-Aside Stays Unchanged

Aluminum set-aside for defense orders for the fourth quarter 1972 will be 125 million pounds—the same as the set-aside for the third quarter this year, the Bureau of Domestic Commerce announced early this month.

Gary M. Cook, Deputy Assistant Secretary and Acting Director of BDC said that the fourth quarter 1972 set-aside represents about 4 percent of total industry shipments anticipated for the period.

The set-aside is established under the Defense Materials System (DMS) to meet the presently estimated requirements of the Department of Defense, Atomic Energy Commission, National Aeronautics and Space Administration, and related defense programs.

Under DMS, defense orders are accorded priority. Priority (Authorized Controlled Material) orders for aluminum must be accepted by suppliers unless they exceed the set-aside established for individual producers, or specific provisions of the DMS regulations and orders allow rejection. Letters of notification previously issued to individual producers of aluminum controlled materials will continue in effect without change.

—Bureau of Domestic Commerce

Calendar For Businessmen

Dec. 19—New York City—Annual dinner of the Advertising Council. For information, Advertising Council President Robert Keim, 825 Third Ave., New York 10022.

Dec. 28-30 — Toronto, Canada — American Economic Association. For information, Rendigs Sels, 1313 21st Ave., Nashville, Tenn. Phone: 615-322-2595.

Jan. 7-10 — New York — 62nd annual convention of the National Retail Merchants Association. For information, Convention Coordinator, the Association, 100 West 31st St., New York, N.Y., 10001. Phone: 212-244-8780.

Jan. 8-12 — Washington, D.C. — First Low Income Consumer Conference, sponsored by Neighborhood Consumer Information Center. For information, Joseph Smith, executive director, 3005 Georgia Ave., N.W., Washington, D.C.

Note For Federal Contractors

The Viet-Nam Era Veterans Assistance Act of 1972 requires Federal contractors and first-tier subcontractors to list job openings with the United States Employment Service.

The primary purpose of this Executive Order is to expand the job opportunities that the Employment Service can make available to Viet-Nam-era veterans.

Business firms that are affected by this directive can make a significant contribution to the Jobs for Veterans Program through voluntary support and implementation of the order's specifications.

Full details of the Executive Order can be obtained by contacting the nearest Employment Service or Regional Manpower Administration office.

SCIENCE & TECHNOLOGY REPORT

- Government scientists explore role of weather modification
- Better industrial incineration seen result of new handbook
- City planners can now plot growth by computer
- Upholstered furniture standard may be next flammability effort
- New service provides immediate retrieval of technical reports
- Patents of special interest

Light Speed Probe To Aid Manufacturers

Manufacturers will be able to achieve finer accuracy in precision instrument production, tracking of satellites and space vehicles will be more accurate, and the telecommunications and environmental fields will feel the effects of Government research which has determined the speed of light more accurately than ever before.

This has been accomplished by scientists at Commerce's National Bureau of Standards as a result of two separate experiments.

Light travels at a velocity of 299,792.4562 kilometers per second, give or take 1.1 meter per second, they found. This is translated as 186,282.3960 miles per second plus or minus 3.6 feet per second. The new value is 100 times more accurate than the value accepted for the past 15 years, which was 299,792.5 kilometers per second.

In one Bureau of Standards experiment, the frequency of a laser was measured in terms of the cesium frequency standard. The second experiment involved the measurement of a wavelength of a similar laser in terms of the krypton length standard. Multiplying the frequency by the wavelength gives the speed of light.

The speed of light is a constant of nature symbolized by *c* found in many physical laws and experiments. All electromagnetic energy, whether low-frequency radio waves or high-frequency X-rays, travels through a vacuum (space) at this speed, and according to Einstein's theories *c* is the maximum speed attainable by anything.

Precise knowledge

The constant *c* appears in many physical equations describing the behavior of the universe. Long distance measurements with lasers and radar measurements of interplanetary distances require precise knowledge of time of flight of the light or radar pulse; the distance is calculated multiplying this time by the value of *c*.

Benefits of the accurate frequency and wavelength measurements made in this research open up possibilities for a whole new frequency range for telecommunications, an increase of 1000-fold over all the frequency bands presently utilized.

Environmental scientists will find that improved frequency control of precisely tuned lasers will permit new progress in the study of minute quantities of pollutants.

Lasers provide very pure light by ordinary standards, but the light tends to shift in frequency or wavelength. Only by accident will the lasers emit exactly the same frequency under nonstabilized conditions. The NBS research achieved a method of stabilizing the laser by passing the beam

DETERMINING THE SPEED OF LIGHT—*Dr. K. M. Evenson, physicist at the National Bureau of Standards, is shown during experiments at the Boulder, Colorado, Laboratories from which the speed of light was determined more accurately than ever before. In this experiment, the frequency of the infrared line of a helium-neon laser is measured directly. This measurement, combined with the measured wavelength, gives the speed of light with greatly improved accuracy. Instrument manufacturers stand to benefit from this work as well as telecommunications experts, and trackers of satellites and space vehicles.*

through a gas and locking its frequency to a certain narrow absorption line in the gas. Any other similar laser, using the same kind of absorption gas, will then operate at the same frequency. This sort of reproducibility is essential to the effort of improving measurements standards in general, and was crucial to this experiment in particular.

Catwhisker diode

Another essential part of this experiment is to detect these extremely high laser frequencies. This is accomplished by using the world's highest speed detector, developed by NBS and the Massachusetts Institute of Technology. The detector is a catwhisker diode related to those used years ago in crystal radios.

Previously, the speed of light was measured in various ways. Some attempted to measure the length of time it takes a pulse of light to traverse a certain distance. Since large distances and very short times had to be measured, these experiments were relatively inaccurate. Other methods modulated the light, and applied the relation between frequency of modulation and wavelength of modulation to determine *c*. But accuracy was limited by the need to measure long distances.

In late 1971 a group headed by Standards scientist Dr. Kenneth M. Evenson scored a breakthrough, making the highest frequency measurement ever through the use of a laser. Now he, Drs. Joseph S. Wells, F. Russell Petersen, Bruce L. Danielson, and Gordon W. Day have measured the frequency of the same laser stabilized with a methane absorption. At the same time the wavelength of a similarly stabilized laser was measured by Drs. John L. Hall and Richard L. Barger, working at the Joint Institute for Laboratory Astrophysics operated by the National Bureau of Standards and the University of Colorado. The value of *c* is the product of these frequency and wavelength values.

Independent measurements of the laser frequency and wavelength resulted in a value for *c* whose accuracy was limited only by the accuracy of the length standard itself—the radiation of the krypton atom. The equation "wavelength x frequency = *c*" puts equal emphasis on the measurement accuracy of both components. The frequency measurement is about five times more accurate than the wavelength measurement which is inherently limited to about three parts per billion. The frequency standard is accurate to a few parts in ten thousand billion and the accuracy of comparison between laser frequency and this standard is around six parts in ten billion.

Improving length

This points to the desirability of improving the length standard, either by replacing it with a stabilized laser or defining the value of *c*. The first will permit still more accurate determination of *c*. The second alternative, defining *c*, would enable an experimentalist to use a frequency standard to accurately establish the length of the meter. This combined frequency-length standard would suffice for both kinds of measurement. Thus, it would be possible to eliminate the need for a separate length standard.

Scientists have been trying to improve the measurement of the speed of light for centuries. As early as 1638 Galileo thought of a way to measure *c* by stationing two men with lanterns on hilltops at night. One would open his lantern and as soon as the other saw it, he would open his. The first man would then measure the time between opening his own lantern and the sighting of the second beam. Naturally, this measurement failed because of the extraordinary speed of light. The travel time of the two beams for distances of a few miles is so much shorter than the reaction time of the two men that no meaningful results were obtained.

The current experiments have brought scientific investigation to new heights.

—National Bureau of Standards

Government Scientists Explore Role Of Weather Modification Over Lakes

Exploratory efforts to evaluate ways in which artificial weather modification techniques may be used in managing the Great Lakes water resource are under way by scientists of Commerce's National Oceanic and Atmospheric Administration.

A pilot experiment mounted this year is conducted by the Atmospheric Physics and Chemistry Laboratory, one of NOAA's Boulder, Colorado-based Environmental Research Laboratories.

The six-week experiment consists of introducing small amounts of crystalline material—silver iodide particles—into cold, moisture-laden air masses traveling across and down Lake Michigan and measuring resulting effects on precipitation processes in those air masses.

Pulsed fashion

The silver iodide is generated by a ground-based unit located at the Coast Guard station in Two Rivers, Wis., on the west shore of Lake Michigan about 100 miles north of Milwaukee. The burner is operated in a pulsed fashion, an hour on, an hour off, when the weather situation is appropriate—that is, when atmospheric conditions cause a flow of cold air across the warm lake.

The effects of introducing silver iodide are monitored from a mobile weather-radar unit at Ludington, Mich., across the lake from Two Rivers.

Ice monitor

A heavily instrumented C-130 aircraft from NOAA's Miami, Florida-based Research Flight Facility will be used to monitor the natural ice nuclei background over the lake and the ice nuclei generated inadvertently by cities and factories along the lake's west coastal areas.

According to Dr. Helmut K. Weickmann, director of the Atmospheric Physics and Chemistry Laboratory, the present experiment is a calibration test rather than a true weather modification experiment.

"We regard this as a tracer experiment," he said, "an attempt to define and improve our ability to measure how precipitation processes can be affected over the lake. We will also be concerned with assessing the extent of existing inadvertent weather modification caused by cities and industries along the western shore of Lake Michigan. These inadvertent effects may be larger than anything we will be doing with our pilot project this year. In fact, because we are aware Lake Michigan is high this year, we have ensured that our experiment will have no measurable effect on the lake level."

Special seeding

For the last four years, the Environmental Research Laboratories have conducted experiments over Lake Erie to determine whether the heavy downwind-shore snows experienced there could be beneficially redistributed. Theoretically, the introduction of silver iodide into the water-logged storm clouds over the lake would increase the number of freezing nuclei and produce large numbers of smaller snow crystals rather than the larger, naturally formed crystals. The smaller crystals would fall from the cloud more slowly and so be distributed over a wider area.

During the course of those investigations, a special seeding experiment was conducted to study the diffusion pattern of silver iodide seeding from a single surface generator. Several moderate snow showers were initiated over the lake from this seeding incident. Subsequent numerical modeling of the Lake Erie storms suggested that, by judicious seeding of the storms which move along the lake's long axis, it should be possible to drop the major portion of precipitation back into the lake rather than on shore.

These results indicated that the possibility of precipitation initiation and precipitation management in the Great Lake basin area were quite promising, and an assessment is planned of how weather modification techniques might be applied by managers and users of the Great Lakes basin atmospheric water resources.

—NOAA

Better Industrial Incineration Seen Result Of New Handbook Data

Better design of industrial incinerators for more efficient burning of industrial wastes could result from recent work completed by Commerce's National Bureau of Standards. Scientists there have compiled, in handbook form, readily usable thermodynamic data on likely incinerator reactants and products.

The American Society of Mechanical Engineers, recognizing an urgent need to provide the engineering community with more readily-accessible thermodynamic information, approached Standards for assistance. The Bureau's Office of Standard Reference Data and Physical Chemistry Division have collaborated with the Society's Research Committee on Industrial Wastes to produce a compilation of thermodynamic data on potential incinerator ingredients and products of combustion.

This National Bureau of Standards work for the first time brings to incinerator engineers readily available thermodynamic data in useful handbook form. Heretofore much of this data appeared in non-engineering publications. Now engineers can calculate and predict industrial incineration products with greater confidence than before.

Reduce effluents

The significance of this development lies in the increased capability it gives the industrial community for compliance with recent mandates to reduce undesirable effluents in the air.

In the design and operation of incinerators the engineer must solve two important problems. First, the engineer must determine the waste material composition. He must also analyze the main ingredients or reactants and must also know if auxiliary combustion aids should be present. If undesirable effluents are to be avoided, the engineer must adequately characterize the waste material to be burned, must know how to properly introduce it into the incinerator, and must know how this material should respond to any required operating adustments.

Secondly, the engineer must determine the heat balance of the combustion process to maintain correct temperature control. Satisfactory solution of these two problems in a mutually consistent way requires pertinent thermodynamic data readily accessible to the engineer for necessary calculations.

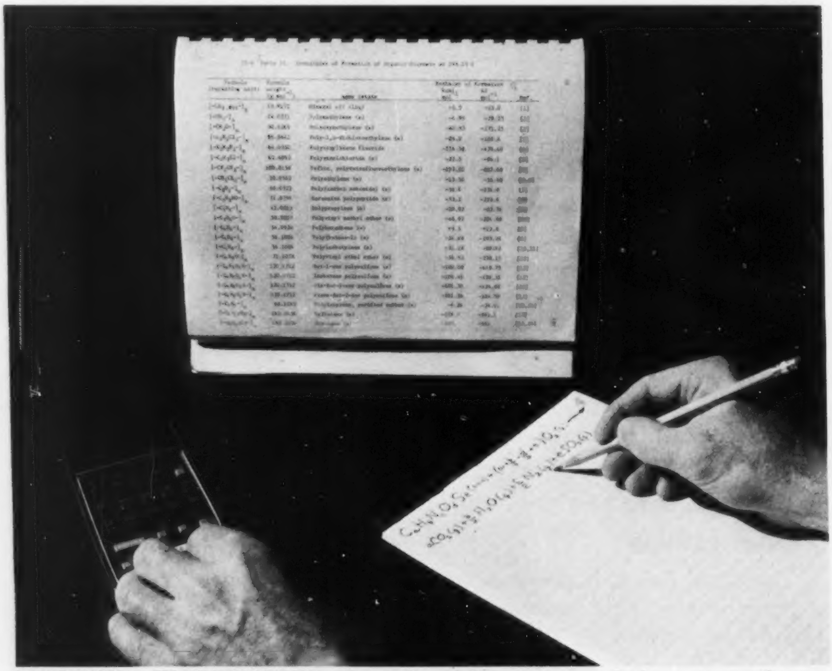
Wayman L. Calhoun of Union Carbide Corp., a member of the American Society's Research Committee, has made a survey to provide a basic list of substances for inclusion in the thermodynamic data compilation. Results of the survey disclosed:

- Organic materials make up large fractions of industrial wastes and they generally fall into three categories: well defined pure substances, organic materials of variable composition, but resolvable into known components, and poorly defined mixtures.
- There are more organic than inorganic wastes. Inorganic ingredients include essentially all the elements in small amounts, but some inorganics, such as ferrous and nonferrous metals, make up relatively large quantities of waste material.

Priorities decided

Based on the survey, available manpower, time and effort, and the desire to publish in a reasonably short time useful and important design information, priorities for compiling subject material were decided.

The Bureau of Standards compilation contains tabulated thermo-



DESIGNING INCINERATORS—*An industrial incinerator designer uses thermodynamic data compiled by the National Bureau of Standards for calculating combustion reactions. The Bureau's work for the first time brings to incinerator designers readily available thermodynamic data in useful handbook form. It provides increased capability to the industrial community for compliance with recent mandates to reduce undesirable effluents in the air.*

dynamic data for more than 1,300 substances needed by engineers for designing and operating industrial waste incinerators. In addition to the tables, definitions of thermodynamic terms and discussions of thermodynamic calculations are included.

It is possible for an engineer to anticipate the presence of certain products of a combustion process because of specific conditions. For example, the composition of combustion products depends upon the elements present in the material undergoing reaction. The physical state of combustion products (gas, liquid, or solid) depends upon the temperatures and partial pressures of the substances at the end of the process. Whether the reaction is carried out under constant-volume or constant-pressure conditions, or in the presence or absence of water, also influences the kind and state of combustion products.

This collaborative effort of the National Bureau of Standards and the American Society of Mechanical Engineers will be published as a Society monograph entitled "The Scientific Approach: Thermodynamic Data for Industrial Incinerators with Guides to the Use of the Tables." It was written by Drs. George T. Armstrong and Eugene S. Domalski of the Bureau.

—*National Bureau of Standards*

Small Craft Advisories To Be Issued After Jan. 1

Salt-water sailors on small craft will receive word of marginally hazardous weather conditions in "small craft advisories" instead of "small craft warnings" beginning January 1, according to the National Weather Service of Commerce's National Oceanic and Atmospheric Administration.

In response to objections from mariners about vagueness and variability, the Weather Service has made the switch and informing mariners to decide for themselves whether the observed or forecast conditions constitute a real danger.

City Planners Can Now Plot Growth By Computer Tape

State governors, city mayors and managers, Federal agencies, and public officials are being offered a practical method for seeing precisely the ramifications their decisions have on a city's development.

Commerce's National Bureau of Standards has devised a computerized system which they call "City Games" which simulates a city's day-to-day operations compressing into a few days a representation of what could happen to a city in five to 10 years.

To begin to cope with their problems, most city decision makers, from the mayor and city manager on down, must accept and put into practice a new concept. All parts of the city, its multiplicity of operating and planning units, the mayor's office, and the citizens themselves, function in a closely interrelated and interdependent way. A change in one part of the city system affects either directly or indirectly the rest of the system.

Training potential

This idea is not new. But what transforms the idea into a practical problem-solving concept is the computer and the city model the computer manipulates.

Originally conceived as a laboratory for political scientists to test their theories, "City Games" was acquired by the National Bureau of Standards' Technical Analysis Division after its potential for training in city problem solving was recognized.

The highly sophisticated city model can even account for a city's social sector—its citizen power measured qualitatively as the "level of dissatisfaction." This comes prominently into play around election time, since elections are the events during which satisfaction/dissatisfaction is translated into support or change of government. "City Games," however, also takes into account strikes, boycotts, and other forms of social action.

Because "City Games" is built around three major elements or sectors—economic, social, and government—players are divided into these three sectors and are charged with the responsibility for their efficient management. Each sector has a participating leader elected by the players. The city model selected for game playing may be a typical city, or it may be the players' own city. The city is defined and acts as the data file upon which the computer-stored city model will work. This defined city is called the "starting city" and the files which define it must not be confused with the stored city model itself.

The starting city files can be altered by the user and changes in these files may affect the output of the computer; they will not, however, affect how the output is computed. The stored city model, on the other hand, is not readily user-alterable; it defines fixed relationships between various data in the city file and it alone determines how the output is computed.

After a city has been defined by data such as population and voter distribution, zoning information, employment statistics, and so forth, the game begins. First each player receives various computer printouts. These may include a map of the city divided into square miles with each square displaying such data as land ownership, zoning, type of roadways, and kind of utilities. Each department head receives a printout of information with which he is vitally concerned; for example, the social sector leader receives data on population migration, environmental conditions, and the moods of the populace in various city areas. There can be as many as 60 different types of

'CITY GAMES'—*A concept of simulating a city's day-to-day operations by compressing into a few days a representation of what could happen in five to 10 years is soon to be made available to city managers. Called "City Games," it enables officials to see precisely the ramifications their decisions have on a city's development.*

printouts, depending on the complexity of the city model.

Each player studies his computer printout to evaluate his status as an individual and as a team member. Each team defines its specific problems, establishes objectives, and develops strategies. Then various groups gather for informal sessions. As with a real city, each group realizes that it will not get its every wish satisfied and so bargaining begins, trade-offs are made, deals consummated. Eventually each group arrives at final decisions for actions to be taken in that particular round of the game. These decisions are then entered into the computer via a special code and the model is run. The computer then prints out a new series of data representing the changed city.

Players see immediately the far-reaching effects of their decisions. For example, a situation like the following may occur. Developers of land for industrial use observed an unexpected phenomenon: The city's bus system had suddenly become overloaded to the point of complete breakdown. This happened because city planners did not foresee that there was no pool of workers living near the newly industrialized suburban area and made no plans to transport workers to their jobs. The computer printout also revealed, not surprisingly, that "dissatisfaction" levels rose sharply among voters in residential areas near the new suburban industrial plants. Plummeting property values in that area accounted for this. Clearly, the city's mayor was affected by the closed chain of events. Voter militancy rose, particularly among blue collar workers, because the city administration had failed to keep old industry and attract new plants to the city's own urban industrial park. With elections coming up, the mayor had much fence-mending to do.

Some rounds of the game will show positive and negative results, but by the end of play it becomes clear to everyone whether or not their decisions, if put into everyday practice, would probably lead the city toward healthy growth or toward disaster.

"City Games" can be played at low cost by any group having access to large computer facilities and the capability for operating large computer programs.

The computer program tape and associated player and program manuals will soon be made available at cost. Information can be obtained by contacting John Moriarty, National Bureau of Standards, Washington, D.C., 20234; telephone—301-921-3561.

—National Bureau of Standards

Upholstered Furniture Standard May Be Next Flammability Effort

Whether or not there is a need for a mandatory federal flammability standard for upholstered furniture is to be established by a proceeding initiated by Secretary of Commerce Peter G. Peterson.

"Investigation and research indicate that a large number of persons are killed or injured in fires involving upholstered furniture," the Secretary said. "For example, based on the National Fire Protection Association study of a two-year period, we know that of the 1,447 cases of fire-related fatalities in which the cause was known, there were 237 deaths attributed to upholstered furniture fires caused by persons smoking."

Recent actions

Other recent Commerce actions taken under the Flammable Fabrics Act include: promulgation of a final mattress flammability standard on May 31, 1972; rejection in the same month of industry amendments to amend the children's sleepwear standard; a finding on June 9, 1972, that there may be a need for a flammability standard for children's sleepwear sizes 7-14; issuance on July 17, 1972, of a sampling plan to accelerate compliance with the children's sleepwear flammability standard, and a finding on May 30, 1972, that there may be a need for a sampling plan to accelerate compliance with the carpet and rug standards.

Interested persons are invited to send comments concerning the need for a flammability standard or regulation for upholstered furniture to the Assistant Secretary for Science and Technology, Room 3862, Main Commerce Building, Washington, D.C., 20230. The announcement also invites suggestions as to the comments of a proposed standard or regulation.

—Office of the Secretary

New Service To Provide Immediate Retrieval Of Technical Reports

Immediate access is now available to more than 300,000 Government technical reports as a result of an advanced information retrieval service recently placed in use by Commerce's National Technical Information Service.

"This computerized service, called NTISearch, will find and retrieve bibliographies and technical abstracts on specific subjects from this storehouse of Government research reports," according to Richard O. Simpson, Acting Assistant Secretary of Commerce for Science and Technology. "The 400 million characters in the storehouse approximate the words contained in 80 copies of the Bible," he points out.

Available to the public on a fee basis, as are other NTIS services, NTISearch helps users review Government-funded research and development reports collected since 1964. Subscribers to this service receive computer printouts of abstracts of the reports which summarize activity in their particular fields of interest. Usually these searches are in narrow subject areas where the user is looking for highly relevant documents to aid management decisions or research.

Central source

The National Technical Information Service is the central source for the public sale of research reports and other analyses prepared by federal agencies, their contractors or grantees. It fills 5,000 orders daily and is one of the world's leading processors of specialty information, supplying the public with more than two-and-one half million documents and microforms annually.

NTIS adds about 50,000 new reports to the files every year. This massive growth of technical information required the Commerce agency to seek increasingly sophisticated and faster methods of retrieval.

NTISearch utilizes the Lockheed Information Retrieval System which is operated by the Lockheed Missiles & Space Co., of Sunnyvale, Calif. A $220,000 contract between NTIS and Lockheed provides for the on-line retrieval service. The NTIS data base has been stored in a Lockheed computer. Information is retrieved by NTIS through on-line terminals located at the Springfield Operations Center at Springfield, Va., a Washington, D.C., suburb.

Further information is available from the National Technical Information Service, U.S. Department of Commerce, Washington, D.C., 20230. The NTISearch telephone number is 703-321-8523. *—NTIS*

Satellite Geodetic Survey Links Canada With States

The U.S., Canada and Great Britain have completed a five-year field program to establish a highly accurate satellite geodetic survey network linking Canada with Alaska and the lower 48 states.

The final phase of the field program involved survey teams from Commerce's National Oceanic and Atmospheric Administration, the U.S. Army Topographic Center, the Canadian Departments of Energy, Mines and Resources and National Defense, and the Military Survey of Great Britain. Program coordinator was Lawrence W. Swanson of NOAA's National Ocean Survey.

The network was established by means of satellite triangulation, a highly sophisticated method of surveying in which geodetic camera teams photographing an artificial satellite against a background of stars play a key role in determining directions and distances hundreds of miles over land and water.

The program was initiated in 1963, continued through mid-1966 when it was interrupted, and resumed in 1970. More than 2,500 photographs were obtained representing simultaneous observations from two to as many as five station locations. These simultaneous observations are necessary to provide precise directional orientation between any two stations. Computer processing of the data obtained from these photographs is expected to be completed by mid-1975. Once this has been done, the precise position of each site within the network will be determined. The program will help modernize the present geodetic network dating back to 1927, which was based on measurements made as early as the 1800s. *—NOAA*

Sea Grant To Aid Research For West Coast Tuna Firms

Research efforts for the west coast albacore tuna industry will be assisted by a $76,400 Sea Grant awarded the Pacific Marine Fisheries Commission by Commerce's National Oceanic and Atmospheric Administration.

Combined with matching funds from non-federal sources, the grant will be used by the Pacific Marine Fisheries Commission to provide a mechanism for the coordination of various research efforts of the fishery, to support part of the data collection activity needed for these studies, and to conduct a feasibility study of a forecasting system.

The Pacific Marine Fisheries Commission is a compact of California, Oregon, Washington, Idaho, and Alaska formed to promote the wise management, development, and utilization of marine, shell, and anadromous fisheries.

Sea Grant support to the fishery agencies in Oregon and California will enable these states to place a person at each of several ports to collect data from most of the U.S. vessels landing albacore. *—NOAA*

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Ultrasonic dental hand-piece. A dental hand-piece including an electronic ultrasonic transducer energized by a cable connecting an electronic ultrasonic generator including a coupling device for energizing interchangeable treatment tools retained in the hand-piece. Each of the tools and coupling devices having a bore for conducting pressurized water from the hand-piece for supplying water to the area of the tooth contacted by the tip portion of the tool including a pair of typical tools for tooth treatment. Patent 3,703,037 issued to Seymour Robinson, 1561 N.E. 179th St., Miami, Fla.

Gas turbine locomotive. A gas turbine power plant for locomotive, especially for lightweight turbotrains, comprising a pressure generating gas turbine unit, which includes a compressor, combustor and a gas-turbine, in combination with an air-turbine, the latter driving the locomotive. The improvement of the present invention is that the compressor of the pressure generating unit, in addition to supplying air for the combustor and gas-turbine, also supplies air under pressure for the air-turbine. Air is first preheated by the exhaust gas from the gas-turbine in a heat exchanger. Preferably the air-turbine has first and second counter-rotating stages separately connected to the locomotive drive shaft through a pair of gear trains. The second stage of the air-turbine utilizes the momentum of the exhaust whirl of the first stage when, because of increased torque requirement, the locomotive accelerates or slows down. This provides the gas-turbine plant with high starting torque and high efficiency at normal operation. The present invention is particularly useful for small turbotrains, or for locomotives requiring two gas-turbine power plants of about 1,000 HP to 1,600 HP. Patent 3,703,146 issued to Andre Kovats, 13 Baker Road, Livingston, New Jersey.

Patents numbering 2,725,558 to 2,728,912 expire during December 1972. Upon the expiration of the 17-year period covered by the patent, the invention passes into the public domain and may be made, used or sold by the public without payment of any royalty, or infringement of the inventors exclusive patent rights.

Electroencephalograph monitoring apparatus. Monitoring equipment is provided for monitoring electrical signals in the human brain. Signals from electrodes attached to the scalp are passed to a bandpass filter where certain interference signals, such as those arising from muscle action and rapid psycho-galvanic responses, are removed. The filter also applies a weighting to equalize the effect of random brain activity over the filter band, and to allow rhythmic activity to be more clearly observed. A logarithmic amplifier is connected to the filter output to provide amplitude compression signals received from the brain. The impedance between the electrodes is monitored to give an indication if the electrodes become wholly or partially disconnected. Patent No. 3,699,947 issued to Douglas E. Maynard, Stoke Poges, England, and assigned to National Research Development Corp., London, England.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,600 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

Science Calendar

Dec. 15-16 — Milwaukee, Wis. — Plankinton House. Management of Quality Costs. Sponsored by American Society for Quality Control.

Jan. 15-19, 1973—Chicago, Ill.—Pheasant Run Lodge. Managing for Quality. Sponsored by American Society for Quality Control.

Jan. 23-25, 1973—Philadelphia, Pa.—Bellevue-Stratford Hotel. 1973 Annual Reliability and Maintainability Symposium. Sponsored by American Society for Quality Control, ASME, AIIE, SAE.

March 14-16, 1973—Chicago, Ill.—Conrad Hilton Hotel. Industrial Water & Pollution Conference and Exposition. Sponsored by Water and Wastewater Equipment Manufacturers Assn.

March 19-21, 1973—Gaithersburg, Md.—National Bureau of Standards. National Roofing Technology Conference.

March 23-25, 1973—Hill City, Kan.—Mid-America New Ideas Fair, Graham County Fair Grounds. Information: Hill City Chamber of Commerce, Hill City, Kan.

April 4-7, 1973—San Mateo, Calif.—Northern California Industrial Exposition, Hall of Inventions. Information: Northern California Industrial Exposition, Freeman and Associates, 77 Jack London Square, Oakland, Calif.

April 9-10, 1973 — Gaithersburg, Md.—National Bureau of Standards. Federal Information Resources Conference.

June 8-10, 1973—Redwood Falls, Minn.—Minnesota Inventors Congress. Information: Minnesota Inventors Congress, P.O. Box 71, Redwood Falls, Minn., 56283.

INTERNATIONAL COMMERCE REPORT

- **Reports by printing equipment, apparel trade missions**
- **Washington official trade briefs**
- **Economic trends in Austria**
- **List of trade shows in U.S., 1973-74**
- **Commerce's overseas trade promotion schedule**

Commerce Revamps Export Stimulus Units

A realignment and broadening of Commerce Department's export expansion activities was outlined by Secretary of Commerce Peter G. Peterson as he announced the establishment of the Domestic and International Business Administration (DIBA) as a primary operating unit within the Department.

Of particular interest to international traders are two units within DIBA: a restructured Bureau of International Commerce and a new Bureau of East-West Trade. Andrew E. Gibson, who is continuing as Assistant Secretary of Commerce for Domestic and International Business, heads DIBA.

New elements in the Bureau of International Commerce include the Office of International Marketing, which provides overseas marketing assistance to U.S. firms, using a variety of informational and promotional techniques, and the Office of Export Development, which concentrates its operations within the U.S. borders and stimulates exports by increasing national awareness of export opportunities and by improving Government-business links in the export expansion field.

"In essence," explained Assistant Secretary Gibson, "we have changed BIC into a simplified functional organization which can focus on the 'bread and butter' business of promoting American exports."

The Bureau of International Commerce retains the Office of International Trade Policy and the Office of International Finance and Investment from its previous structure.

The new Bureau of East-West Trade includes one unit to gather and analyze trade data in this field, and another to work directly with U.S. firms engaged in East-West trading. It also includes the Office of Export Control that was formerly in the Bureau of International Commerce, and the Secretariats of the Joint U.S.-USSR and Joint U.S.-Polish Commercial Commissions established this year.

Assistant Secretary Gibson commented on the importance of these services: "The initial venture into a possible business relationship in a non-market economy is difficult. I believe this new bureau will do much to minimize the problems associated with such an undertaking."

Two other bureaus complete the DIBA organizational lineup: the Bureau of Competitive Assessment and Business Policy, and the Bureau of Resources and Trade Assistance. The former is the successor to the Bureau of Domestic Commerce, which in turn succeeded the Business and Defense Services

Administration (BDSA); the latter has responsibility for import programs, international textile agreements, trade adjustment assistance to U.S. industries, and long-range national energy programs (other articles in *Commerce Today* will describe these bureaus).

Points of contact in the realigned Domestic and International Business Administration are: Director, Bureau of International Commerce, BIC-200, U.S. Department of Commerce, Washington, D.C., 20230, telephone 202-967-5261; Director, Bureau of East-West Trade, BEWT-500, U.S. Department of Commerce, Washington, D.C., 20230, telephone 967-5251. These offices and their services may also be reached through any of the 43 Commerce Business Service Field Offices (see inside back cover), which are an integral unit of DIBA.

Computer Industry Group Asks End To Export Curbs

An advisory group from the U.S. office machines and computer industry has called for the elimination of domestic and foreign impediments to exports of its products.

"This industry neither seeks, nor needs, active Federal Government assistance by means of subsidies, protective trade barriers, or the like," the ad hoc group says in a special report. "We do require the lessening, and eventual removal, of unrealistic and unnecessary domestic and foreign restrictions on the industry's export capabilities."

The recommendations are among more than a score in the report published by the National Export Expansion Council (NEEC) Industry Advisory Committee on Office Machines and Computers.

The NEEC "Industry Advisory Committee Report on Office Machines and Computers" is available without charge from the National Technical Information Service, Room 1617, U.S. Department of Commerce, Washington, D.C. 20230.

Apparel Samples Promote U.S. Fashions In Far East

They took along a lot of clothing, and were glad they did. They made good use of it everywhere they went—not by wearing it but by showing it to Far Eastern buyers.

Representatives of five U.S. companies—all members of the American Apparel Manufacturers Association—were organized by the Commerce Department as a fall trade mission to Tokyo, Osaka, Hong Kong, and Singapore. Fortified with samples of their products—boys' jeans, men's suits, sport coats, and slacks, men's and women's leather and suede jackets and men's trousers, and surplus apparel fabrics—the U.S. manufacturers set up displays at each stop.

Six hundred viewers in all came to see the samples. A few purchased "on the floor"; some are ordering now; others, still negotiating, are likely to buy in the coming months. In addition, U.S. representation for some of this apparel was firmly established in each country.

A solid schedule of business receptions and private meetings with key prospects on an hourly time table kept all members on their toes throughout the 12-day period, according to Mission Director W. Bradley Tyrrell, who is Deputy Director of the U.S. Trade Center in Tokyo.

Some observations and mission members' comments, by country:

Japan—A shift in the component of Japan's gross national product away from manufacturing to nonmanufacturing constitutes a significant change for U.S. exporters. This change, combined with the rising level of personal consumption expenditures, indicates a growing market for quality U.S. apparel. American younger generation styles—for example, jeans—continue to be well accepted.

From Canoe Manufacturing Co., Pine Grove, Pa., Robert Ullman, president: "We need much broader showing of U.S. ready-to-wear; must find a way to promote U.S.

LEATHER DISPLAY—*Proper tanning of "skins" makes a big difference, according to mission member Ralph L. Edwards (center) of Ralph Edwards Sportswear, and Frank Tucci (left), firm's Japan representative. Above, buyers examine materials.*

concepts of fashion to Japan."

From Frank F. Shulock & Co., New York, F. F. Shulock, president: "Believe we will do a selling job in Japan . . . Came here to appoint agent—mission accomplished."

Hong Kong—Itself a manufacturer and exporter of textiles, Hong Kong is expected to continue to offer excellent potential as a "class" rather than "mass" market for American apparel, as low-income groups tend to rely upon less expensive garments from other sources.

From Curlee Clothing Co., St. Louis, Walter W. King, president: "This Hong Kong exhibit was helpful to me in meeting new prospects. Hope to end up with an agreement."

Singapore—Small in comparison to the Japanese market, Singapore is now emerging as a rapidly growing market for U.S. products as its traditional position as an entrepot to Southeast Asian countries is being complemented by a growing sophisticated manufacturing base.

SWATCH CLIPPING—*Mission member Frank F. Shulock (center) looks on as fabric samples are snipped off for customers during the Osaka showing. Just to be sure the yardage cost is right, the buyers have their abacus at hand.*

From Elder Manufacturing Co., also of St. Louis, A. Rowan Miller, vice president: "Gained through show in Singapore more than in Japan or Hong Kong, because our representatives do not visit this market as often as they should." The Missouri firm's visit to Hong Kong and Singapore proved valuable in reopening a neglected market that now is expected to grow with its agent's activity.

Mission Director Tyrrell concluded: "Both the [Foreign Service] Posts and participants were enthusiastic over the prospect of a U.S. apparel trade mission becoming an annual activity, bringing the latest in American fashion to the Orient, complete with style show events in each city, and bolstered by growing international sales for the participants."

STUDYING THE CUT—*Visitors who came to talk with U.S. apparel mission in Tokyo examine boys' trousers made by a member's firm and brought along for display during business interviews.*

Latest Printing Equipment Will Sell In Spain, Switzerland, Mission Finds

Both Spain and Switzerland import sophisticated printing equipment and graphic arts supplies—and for these items, U.S. prices are competitive.

A U.S. trade mission that returned a few weeks ago from a visit to the two countries confirmed that both areas display particular interest in equipment of advanced design appropriate for newspaper, magazine, and book publishers and the larger general printing establishments.

The trade mission was comprised of executives of six U.S. printing equipment and graphic arts supply firms, focusing on medium-sized and large shops. Although for some pieces, such as rotogravure and letter presses, Switzerland itself is an exporter, both countries are purchasing new machinery. The most salable items, according to the mission, are:

Photo composition equipment, computer - assisted composition equipment of both hot-metal and photo composition, web offset presses for publishing and continuous business forms, automatic saddle binding equipment, and high-quality offset plates.

Tour shops and plants

The U.S. businessmen toured shops and plants in Madrid, Barcelona, and Bern. In Madrid, the participants met with the Spanish Chamber of Commerce, which proved to be a source of valuable contacts. Several days earlier in Madrid, Mission Director Herbert H. Lindstrom of the Commerce Department had addressed a national meeting of the presidents of the local syndicates of the Spanish graphic arts industry.

From the many candidates interviewed, Lindstrom reports, the U.S. businessmen expect to appoint about ten agents and a licensee.

David E. Herbert, marketing manager of Graphic Arts for Digital Equipment Corp., Maynard, Mass., summed up his observations

HOW IT IS USED—*Mission member Benjamin E. Beale, Jr., Paratone Corp. (left), and visitor (right) from company's London office show two Barcelona printing executives firm's material for preparing layouts for offset printing.*

made during the Spanish leg of the mission as follows:

"The Spanish graphic arts market is ripe for automation. Since 1950, almost no modernization has occurred. In many countries, 30 percent to 50 percent of the daily newspapers are computerized; in Spain only 1 out of 100 daily newspapers has a computerized composing room.

"When a Spanish firm does modernize its plants it frequently goes all the way. Selecting a new site in the suburbs, it builds a new building and equips it with the newest, most modern equipment and technology available. Because of the economies of technology and automation, modernization in some plants could allow them to dominate most if not all plants in that particular field.

"I expect to be able to sell $200,000 worth of computer systems to Spanish users within the next year. Many of these sales will be traceable to leads and contacts obtained during the mission."

One of the Spanish world's best known newspapers, "ABC" of Madrid, which also publishes a number of magazines, is constructing a new production facility away from the center of Madrid on the main highway to the airport. This unit will have 35,000 square meters of floor space under roof.

With a few exceptions, most newspapers in Spain are printed by letterpress and some of the largers papers contain some pages or sections printed by rotogravure presses. There is a strong interest in offset, however, and little doubt that often when current equipment is replaced it will be replaced by offset presses.

One large publisher stated that, although previously dependent on German equipment, he is now interested in American—because of price and technical advantages.

U.S. composition equipment is highly regarded. Mission members saw 40-year-old American Linotype machines still performing dependably—as well as up-to-date photo composition equipment.

Hans Kobel, European manager, Schriber Division of Harris Intertype Corp., Dayton, Ohio, though well acquainted with the Spanish market, found that the mission was a valuable vehicle through which new contacts were made.

Arthur Willis, vice president of Varisystems Corp., Plainview, N.Y., carried with him a sample operating keyboard. To enable him to bring the unit into the countries visited without payment of duties, he obtained a carnet from the U.S. Council of the International Chamber of Commerce in New York. Although transporting the two pieces of equipment aggregating 150 pounds posed some problems, Willis felt it was well worthwhile. Seeking qualified agents in both Spain and Switzerland, he met with excellent candidates with whom he is now in negotiation for those countries—as well as for Italy and Portugal.

Henry Grube, vice president, Star Parts Co., Hackensack, N.J. came on the mission to visit his agent and customers in Spain and to gain exposure to new business prospects, and to interview potential distributors in Switzerland. He found that he was busy every waking minute and achieved his objectives in both markets.

Ten in one day

Paratone Inc., Hillside, Ill., manufacturers of pressure sensitive adhesive coated materials for preparing artwork and layouts for offset printing reproduction, was represented on the mission by Benjamin E. Beale, Jr., in Spain and by Kurt Schneider in Switzerland. In both countries they found a high degree of interest in their products. Beale made ten presentations in one day in Barcelona.

Capital Tool & Mfg. Co., College park, Md., took advantage of the mission to introduce its line of portable ink fountains, rewinders, core strippers and other accessories for newspaper printing plants to endusers in Europe, as well as to interview agents in both countries. Hector Tetrault, vice president, says that Capital's new production facility, soon to be completed in the Roanoke, Va., area, will enable the firm to meet fully the export opportunities he is uncovering.

Washington's

Official Trade Briefs

This article is another in a series of monthly reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislation and Tariff Policy Division of the Bureau of International Commerce's Office of International Trade Policy, and by the BIC Office of International Investment.

THE PRESIDENT

U.S.-Poland Trade Agreements: At the close of the second session of the Joint American-Polish Trade Commission Nov. 8, President Nixon announced a decision to authorize credits from the Export-Import Bank for Poland; and Secretary of Commerce Peter G. Peterson and Polish Foreign Trade Minister Tadeusz Olchowski signed a series of agreements covering other basic commercial and economic issues, including provisions for expansion of business facilities and third country arbitration of trade disputes (see *Commerce Today*, Nov. 13, Page 13).

U.S. Transportation Regulations — Mainland China: The White House announced on Nov. 22 the relaxation of restrictions on U.S. carriers to call at the People's Republic of China (PRC). Under Department of Commerce Transportation Order T-2, U.S. aircraft and ships had not been allowed to visit Chinese ports since December 1950. This prohibition has now been removed; however, U.S. aircraft wishing to call at the PRC still will need a validated license under the Export Control Regulations administered by the Commerce Department. Similar licenses are not required by U.S. ships calling at the PRC.

The announcement reflects President Nixon's intention to review and to make changes in existing trade and travel restrictions relating to the People's Republic of China in an effort to create broader opportunities for contacts between the Chinese and American peoples.

TARIFF COMMISSION

Escape Clause Investigation — Men's and Boys' Neckties: On Nov. 3, the Tariff Commission announced initiation of an investigation under section 301(b)(1) of the Trade Expansion Act of 1962 to determine whether men's and boys' neckties of textile materials (TSUS items 373.05 to 373.30, inclusive) are, as a result in major part of concessions granted under trade agreements, being imported into the United States in such increased quantities as to cause, or threaten to cause, serious injury to the domestic industry producing like or directly competitive products. The Commission's action follows receipt of a petition filed by the Men's Tie Foundation, Inc., on behalf of its member companies. A public hearing in connection with this investigation will be held at 10 a.m., Jan. 23, in the Hearing Room, Tariff Commission Building, Eighth and E Sts., NW., Washington, D.C.

Adjustment Assistance—Firms: Since the last Trade Briefs column (*Commerce Today*, Nov. 13), the Commission has opened a new investigation to determine if the Bernie Shoe Co., Haverhill, Mass., is sustaining injury from increased imports of **footwear for women.** After examining the effect of imports, the Commission will determine whether the firm is eligible for adjustment assistance.

On Nov. 6 the Commission announced an affirmative finding with respect to its investigation on behalf of Welpro, Inc., Seabrook, N.H., and its workers **(footwear for women).** As a result of the Commission's finding, the firm is now eligible to apply to the Secretary of Commerce for adjustment assistance.

Adjustment Assistance — Workers: In its reports of investigations on behalf of worker groups, the Commission found in three cases that the criteria establishing eligibility for adjustment assistance were not met. Those involved in negative determinations include former employees of the following companies: Elkland Leather Co., Elkland, Pa. **(sole, lining, and welding leather)**; Genesco, Inc., Carrollton, Ga., and Harrisburg, Pa. **(footwear for women)**; and the Jensen Manufacturing Division of the Muter Co., Chicago plant, and its successor Pemcor, Inc. **(loudspeakers).** As a result of a positive determination in a fourth investigation, workers at Welpro, Inc., Seabrook, N.H. **(footwear for women)**, are now eligible to apply to the Secretary of Labor for adjustment assistance.

On Nov. 8, the Commission opened an investigation into the effect of imports on workers and former workers of the Wise Shoe Co., Exeter, N.H. **(footwear for women).**

Dumping Cases: The Commission has concluded an investigation of articles previously determined by Treasury to be sold in the United States at less-than-fair value (LTFV). In its decision, the Commission notified the Secretary of the Treasury that U.S. industries are not sustaining injury by reason of LTFV imports of **wool and polyester/wool worsted fabrics** from Japan.

Section 337 (Unfair Import Competition) Cases: Following receipt of a complaint filed by ATI Recreation, Inc., of Miami Lakes, Fla., the Commission recently opened an investigation of alleged design patent and trademark infringement involving imported **convertible game tables.** Pertinent information should be submitted to the Commission by Dec. 28.

OTHER AGENCIES

Treasury—Dumping Cases: The Treasury Department recently issued a formal dumping finding with respect to **drycleaning machinery** from West Germany. The finding of dumping is the final administrative requirement in antidumping investigations. Earlier, Treasury found that the product in question was being sold in the United States at less than fair value. The case was then referred to the Tariff Commission which determined that industries in the United States were being injured by reason of the LTFV sales. As a result of the current action, all LTFV imports of drycleaning machinery from Germany will be subject to special dumping duties.

The Treasury Department has announced its intention to revoke a finding of dumping with respect to **chromic acid** from Australia. Since the original finding was issued in 1964, importations of this product from Australia have ceased. Before final action is taken, there will be an opportunity for interested persons to present oral and written views on the decision. Interested parties have until Dec. 22 to submit such comments to the Commissioner, Bureau of Customs, U.S. Treasury Department, Washington, D.C. 20226.

Treasury, in other action, has withheld appraisement on **impression fabric of manmade fiber** from Japan. Under provisions of the Antidumping Act of 1921, the Secretary of the Treasury is required to withhold appraisement whenever he has reason to believe or suspect the existence of sales at less-than-fair value.

In additional dumping investigations, negative LTFV determinations were made with respect to one product from Brazil—**pig iron** (final finding); and three products from the United Kingdom—**record changers** and **card clothing** (tentative findings), and **printers' rubberized blankets** (final finding).

Treasury also announced the final discontinuance of antidumping investigations on **deflection yokes,** used in color television receivers, and **welded stainless steel pipe and tubing,** both from Japan.

Treasury—Countervailing Duty: On Nov. 9, Treasury announced the issuance of a countervailing duty proceeding notice covering **refrigerators and freezers** from Italy. Section 303 of the Tariff Act of 1930 requires the Secretary of the Treasury to levy a countervailing duty equal in amount to any grant or bounty which a country bestows on its exports to the United States.

Commerce — Expansion of Foreign-Trade Zone No. 7: The Department of Commerce approved an application submitted by the Puerto Rico Industrial Development Co. (PRIDCO), grantee of Foreign-Trade Zone No. 7, Mayaguez, Puerto Rico, requesting authority to expand the zone. The expanded area, which will be enlarged from its present 32 acres to 44 acres, will enable the facility to accommodate additional firms engaging in light manufacturing and processing operations.

Commerce — Adjustment Assistance: On Nov. 28 Secretary of Commerce Peter G. Peterson approved a trade adjustment proposal submitted by Ion Capacitor Corp., Columbia City, Ind. The company will receive financial and technical assistance in adjusting to competition from increased imports of **aluminum electrolytic capacitors** as provided by the Trade Expansion Act of 1962. The Secretary's action authorizes a Government loan of up to $1,066,000 and provides for furnishing technical assistance, in an amount up to $41,000.

Labor—Adjustment Assistance: On Nov. 17 the Bureau of International Labor Affairs announced that approximately 2,000 former workers of two Indianapolis plants of the RCA Corp., who lost their jobs as a result of increased imports of **electronic products,** have been certified as eligible to apply for trade adjustment assistance. The Tariff Commission, in its report to the President, had divided evenly on the question of whether the workers' unemployment and underemployment resulted from increased imports due to trade agreement concessions. The Department of Labor certification follows a subsequent decision by President Nixon to side with those commissioners voting affirmatively. Workers' assistance under the Trade Expansion Act may include cash readjustment allowances, testing, counseling, training, and job placement and relocation if needed and desired.

Agriculture — Raisin Imports: The Department of Agriculture announced a revision of raisin import regulations, effective Nov. 10, to permit raisins with excessive mechanical damage or sugaring to be imported for use in making raisin paste. This action was necessary to bring import regulations into line with domestic requirements for a product regulated under a Federal marketing order.

International Trade Briefs

GATT—Upcoming Trade Negotiations: At the Twenty-Eighth Session of the General Agreement on Tariffs and Trade (GATT) in Geneva, Switzerland, Nov. 1-14, the Contracting Parties provided for the formal opening in January 1973 of renegotiations of GATT schedules of Denmark, Ireland, and the United Kingdom. Actual renegotiations with the enlarged European Community are to begin March 1, 1973, with a view to their completion in four to five months.

Furthermore, the Contracting Parties, in substantial consensus, reaffirmed their intention to initiate and actively support new and far-reaching multilateral trade negotiations in the framework of GATT. A preparatory committee was established to plan for these negotiations, which will be launched at a September 1973 GATT Ministerial level meeting, with a 1975 target date set for completion. These broad-scale negotiations, which will cover tariffs, nontariff barriers, and other measures which impede or distort trade, will include discussion of both industrial and agricultural products, with particular attention to the problems of developing countries.

The U.S. delegation to the Twenty-Eighth Session was led by Ambassador William D. Eberle, Special Representative to the President for Trade Negotiations.

International Monetary Negotiations: Reform of the international monetary system will not be achieved easily, judging from the outcome of the initial formal negotiations. Serious differences of view among nations surfaced at the first substantive negotiating session held in Washington Nov. 27-29 by the deputies of the so-called Committee of 20, a group recently created by the International Monetary Fund to reform the international monetary system.

In particular, considerable opposition developed to the U.S. proposal that some objective indicator, such as large changes in a nation's foreign payment reserves, should serve to signal which changes in exchange rates or other balance-of-payments adjustment measures were required. This proposal was a key feature of a "package" of ideas for reforming the international monetary system that was set forth by Treasury Secretary Schultz last September at the IMF/IBRD meetings. Negotiations over the issues involved are expected to continue for two years or more, with the next meeting of the Committee's deputies scheduled for Jan. 23-25, 1973.

Taiwan Policy Shift Could Aid U.S. Firms

Faced with certain bilateral trade imbalances and the changing international political situation, the Republic of China is trying to diversify its overseas sources of supply. Taiwan's businessmen are being urged to "shop around" instead of limiting their buying decisions to their traditional Asian trading partners. This development will open important new export opportunities for U.S. firms.

A partial list of products which the American Embassy in Taipei considers most salable includes: petro-chemical products; iron and steel products; tin plate; copper wire; textile machines; earth moving equipment; ball bearings; and internal combustion engines.

Because of the length of the product list involved, specific questions on the sales potential of individual products should be directed to Arthur Dornheim at BIC-238, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3124), or the nearest Commerce Field Office.

In October, a Department of Commerce solo exhibition in Taipei sold more than $4 million off-the-floor, and total U.S. sales to Taiwan this year will probably exceed $600 million.

Thailand Ups Firms' Taxes On Income, Remittances

Companies are required to pay increased taxes on income and foreign remittances pursuant to Decree No. 206 issued by Thailand's National Executive Council on September 15. They must pay an increased business profits tax, which will now amount to 20 percent on the first 500,000 baht ($1.00=20.85 baht), 25 percent on the second 500,000 baht, and 30 percent on the rest. The increased tax on remittances abroad is 25 percent on profits, interest, dividends, copyrights, patent and other royalties and professional services. A new business tax of 1.5 percent is applied to imports with some exceptions, including crude oil, topped crude oil, and items to firms having promotion certificates specifically providing exemption from such a tax. A report by the American Embassy in Bangkok, which contains Decree No. 206, National Executive Council Notes on the Decree, and an Embassy summary of the Decree's effects on Thailand's Revenue Code, is available without charge from BIC-264, U.S. Department of Commerce, Washington, D.C. 20230; ask for report DIB 72-12-179.

Japan Relaxes Government Procurement Restrictions

Japan has recently revoked the "Buy Japan" Cabinet Decree of Sept. 20, 1963 encouraging Japanese Government agencies (and business firms) to purchase from Japanese domestic sources. However, Japanese Government procurement of electronic computers and peripheral equipment will continue from Japanese-owned domestic sources, when available.

The cancellation may increase Government purchase of foreign-made automobiles, machine tools, typewriters, printing machines, air conditioners, construction machinery, agricultural machinery, communication equipment, aircraft, and electric generating equipment.

Potential suppliers of goods and services must be registered with the accounting section of each Ministry each year—in February. In the Ministry of International Trade and Industry and the Ministry of Finance, notices inviting registration are posted in January.

The U.S. Embassy in Tokyo is prepared to assist U.S. firms in obtaining information and submitting bids on Japanese Government contracts. Information on Government procurement practices is available from BIC-232, Commerce Department, Washington, D.C. 20230; phone, 202-967-3846.

JAPAN IS THE SUBJECT—*Reference materials from the American Chamber of Commerce in Japan were at hand when Chadwick Johnson of Commerce Department's Bureau of International Commerce advised a businessman on industrial conditions in Japan. The consultation took place during the convention in New York last month of the National Foreign Trade Council.*

Chamber Of Commerce In Japan Supplies U.S. Offices With Manuals

The American Chamber of Commerce in Japan has extended its assistance across the Pacific, for U.S. businessmen seeking information on Japanese commercial practices.

The Chamber, a non-governmental organization, has now given to each of the 43 Department of Commerce Field Offices in the U.S. its "Manual of Employment Practices in Japan;" its descriptive work, "Living in Japan," now in its fifth edition; a three-volume digest of Japanese decisions in patent infringement cases; another work of this kind, on trademark and unfair competition cases; the latest edition of the "Introduction to Japanese Income Taxation," and the 1972 Chamber directory.

Also, the monthly "Journal" of the organization is now being sent to the Commerce offices.

The American Chamber has about 1,000 resident and non-resident members, with headquarters in Tokyo and a branch in Osaka.

Special briefing breakfasts and luncheons are one of the major activities of the Chamber. Panels arranged by the Chamber staff meet with members and their visiting executives for informal, but well organized, presentations on the major aspects and problems of doing business in Japan. Panelists with years of experience in Japan are selected for their expertise in fields related to the professions of the persons being briefed. These sessions illustrate the willingness of private business and industry representatives in Japan to take time to assist fellow Americans starting operations or visiting Japan on business.

A comprehensive list of American accounting and legal firms represented in Japan is maintained by the Chamber and is available to any member. The staff also gives advice to members on real estate and other personal service firms throughout the country.

There are 17 working committees staffed by volunteer businessmen meeting each month, discussing various phases of American business in Japan and reporting directly to the Board of Governors.

Monthly the American Ambassador, who serves as the Honorary President of the Chamber, conducts a briefing-discussion session with the Board of Governors and the executive director of the Chamber. Candid comments make these sessions invaluable to both sides and offer private American business an added effective avenue for communications with the U.S. Embassy.

The Chamber is a member of the Asian-Pacific Council of American Chambers. Officers and executives of the member chambers in Australia, New Zealand and major Asian countries meet to discuss policies and activities of mutual interest.

IDA Loan To Pakistan Can Assist U.S. Exporters

In Pakistan a recent $50 million loan from the International Development Association, an affiliate of the World Bank, provides sales opportunities for U.S. exporters of industrial raw materials, components and spare parts. U.S. suppliers to Pakistan have in the past successfully competed for substantial purchases made with such untied credits. The loan will provide foreign exchange for imports by a wide range of Pakistani manufacturing industries, including fertilizers, textiles, chemicals, paper, leather goods, plastics, and engineering.

Metric Equivalent Needed On Exports To Nigeria

As of Jan. 1, 1973 all equipment, containers, products, or materials imported into Nigeria marked in imperial or other units of weight or measure must also indicate the metric equivalent. After Jan. 1, 1974 only metric units of weight and measure will be legal.

Trade Fairs, Centers

Five Overseas Trade Shows Seek American Exhibitors

ACHEMA '73 F.rankfurt, Germany, June 20-27. This triennial Chemical Engineering Exhibition and Congress is one of the world's most important events in this field. The U.S. Exhibition will feature industrial process instruments, control, and regulator valves, and related computer equipment and accessories. For details call Don C. Schmadel at 202-967-4601, or write him at BIC-946, U.S. Department of Commerce, Washington, D.C. 20230.

Total 1971 chemical industry sales in Germany amounted to $15.5 billion, representing a 6 percent rise over 1970. Chemical imports expanded to $3.1 billion, an increase of 10.5 percent. Purchases by this industry from the United States were valued at $488 million, or 15.9 percent of all German imports of chemicals last year.

Official West German statistics reveal that U.S. suppliers of industrial process instruments and controls had 28.2 percent of the import market for such products, shipping $84.9 million worth in 1971.

U.S. firms also exported EDP equipment to West Germany valued at nearly $200 billion in 1971. While it is not possible to determine the value of such equipment specifically used in one-line processing in the German chemical industry, this figure does indicate overall demand for such U.S. products in West Germany.

Testing and Quality Control Equipment and Instrumentation: Italy. Recent market research conducted by the U.S. Department of Commerce indicates sales opportunities for this category of U.S. equipment are expected to reach $10 to $11 million by 1974, based on present trends. The U.S. Trade Center at Milan has scheduled a June 12-16 exhibit of U.S. testing and quality control products to help American suppliers cash in on this potential. According to the survey the following general categories of products have the greatest sales potential: materials testing, nondestructive testing, quality control assurance testing, water/air pollution testing, manufacturing production testing, testing/test-support type services, reliability testing, environmental testing, undersea testing, vibration control testing, architectural/construction testing, and control testing. Call Don Chapman at 202-967-4976, or write him at BIC-228, U.S. Department of Commerce, Washington, D.C. 20230.

Housing construction: Japan. There are still a few spaces available in the March 5-10 Industrialized Building Exhibition at the U.S. Trade Center in Tokyo. This exhibition is designed to capitalize on the Japanese Construction Ministry's Second Five Year Home Construction Plan, under which a total of 9.5 million housing units are scheduled to be built by March 31, 1976. Of the total, a five-year average of 20 percent prefabricated homes will be constructed.

A recent specialized housing trade mission to Japan, which resulted in high-level government and industry contacts, revealed that Japan represents a tremendous opportunity for U.S. manufacturers of building systems, equipment and materials to introduce their products and technology in the rapidly growing Japanese housing construction industry.

One giant Japanese trading company reportedly has already purchased more than one hundred factory-made houses in the U.S. and is selling them in Japan. Other trading companies are now actively looking for additional American prefabricated house suppliers, and feel they can import for less than it would cost to build their own houses in view of Japan's skilled labor shortage and the high price of lumber.

For additional market information and show costs, please call Maurice A. Shea at 202-967-4511, or write him at BIC-232, U.S. Department of Commerce, Washington, D.C. 20230.

Metal parts production equipment: Sweden. Metalworking is Sweden's largest industry. In 1969, its output exceeded $6 billion, constituting more than one-third of all industrial production.

Interviews with engineers and trade sources in Sweden indicate that concentrated sales efforts by U.S. firms would enable them to increase their share of this growing market, partly because of superior U.S. technology for many products and partly because German equipment has become more expensive due to rapidly rising wages and revaluation of the Deutsche Mark.

The other three Nordic countries —Norway, Denmark and Finland— present promising, but smaller, markets for U.S.-made equipment which can also be reached through participation in the special exhibit of this type of equipment scheduled for the U.S. Trade Center in Stockholm March 5-9. Finland, especially, continues to show interest in upgrading its engineering industry and production of metal parts.

For more information, call C. E. Walls, on 202-967-4256, or write him at BIC-946, U.S. Department of Commerce, Washington, D.C. 20230.

Algiers International Trade Fair, September 1973. The United States will participate in this major trade event for the first time. Product categories considered especially promising include items for the construction industry, agribusiness, information systems including software, office equipment, transportation, oil and gas and petrochemical equipment, supplies and services as well as other industrial capital goods, and services. Interested U.S. firms should contact The United States Special Interests Section (Algiers), Department of State, Washington, D.C. 20521, or B.P. 549, Alger Gare, Algeria (Cable address: AMCO ALGER. Telex: 91042).

Trade Fairs In Canada, Germany, Czechoslovakia Welcome U.S. Participation

American firms will be able to exhibit their goods at upcoming shows of boating and sports equipment in Canada, consumer goods in Czechoslovakia, and ladies' and girls' fashions in West Berlin.

Vancouver Boat & Sport Show, Exhibition Park, Feb. 23-March 4. Interested U.S. suppliers can contact Harmon-O'Loughlin Enterprises, Ltd., P.O. Box 9067, Vancouver 6, B.C. (604-291-6651).

INTERCHIC Berlin, April 1-5. Held twice a year, this fashion show has become one of the three major fashion fairs in Germany and attracted 5,500 trade visitors to its latest showing. A total of 160 firms, none of them from the United States, exhibited their products. The U.S. Mission in Berlin reports a strong market for practically all categories of ladies and girls clothing. **Write:** AMK Berlin, Ausstellungs-Messe-Kongress GmbH, 22 Messedamm, 1 Berlin 19.

Brno International Consumer Goods Fair April 7-15: The 1973 Fair will not only display products from numerous countries, but will also be an opportunity to exchange information about consumer goods. Further information may be obtained by writing: Brno Trade Fairs and Exhibitions, Brno-Vystaviste, Brno, Czechoslovakia.

AMBASSADORIAL REVIEW—*U.S. Ambassador to Mexico Robert H. McBride (left) inspects the McCain Manufacturing Corp. exhibit at the showing of U.S. printing and graphic arts equipment at the U.S. Trade Center in Mexico City. He is accompanied by Eliseo Mendoza de Berrueto, Mexican Under Secretary of Industry and Commerce (center), and McCain representative Woodrow Moore (right).*

Graphics Display Is Mexico Center's Most Successful

The October showing of U.S. printing and graphic arts equipment turned into the most successful exhibit yet staged by the U.S. Trade Center in Mexico City.

The 35 exhibitors expressed delight with the high quality of the 1,834 registered visitors. George Medina, president of the new-to-market firm Intercontinental Greetings, reported that his on-the-spot sales were three times his expectations, and expected to triple that showing in the coming twelve months.

Dick Taylor of Mark'Andy Inc., also new-to-the-market, said that his firm appointed a representative during the show and projects $800,000 in sales over the next two years. "We were quite enthused with the very good attendance of good, ready to buy prospects."

Specialized Data Systems, also making its initial foray into the Mexican market, named a representative and its President, Bernard F. Girma, confidently predicted more than $1 million in sales over the next two years.

Fifteen firms were seeking representation, and 12 agents were signed during the show and an additional 13 were under negotiation as the show closed.

A two-day technical seminar, GRAFICON 72, held in conjunction with the show, also attracted enthusiastic, standing-room-only crowds.

Enthusiastic Response Holds Catalog Exhibit An Extra Week In Rio De Janeiro

A catalog showing of the products of 152 U.S. firms producing items for the hotel, tourism and recreational markets made such a hit in Rio de Janeiro recently that Brazil's national tourism agency hosted the show the following week in its own headquarters. In addition, the Brazilian National Hotel Association has requested copies of all catalogs as permanent reference material for its members.

Commenting on the show, Carlos Tavares of the National Confederation of Commerce said he had never seen such a successful, inexpensive trade promotion in his thirty years as a foreign trade specialist.

Prior to the Rio de Janeiro visit, the show made weeklong stops in Buenos Aires, Argentina, and Asuncion, Paraguay.

Sydney Trade Center Electronics Event Has Record Attendance

Attendance at the early November exhibit of U.S. electronic components, test and measuring equipment created a record for the Sydney Trade Center.

James W. Goodsell, Director of the U.S. Trade Center in Sydney, said that 1,888 registered visitors viewed the displays of 77 U.S. companies, represented by 23 Australian agents. A total of 247 individual U.S. products were displayed, ranging from tiny transistors to complete coil-winding machines.

A cross section of buyers at the exhibition included representatives from the medical and educational fields, telecommunications and defense, State and Federal Government departments as well as industry. Visitors came from as far afield as New Zealand and Perth.

Visitors to the Trade Center also included attendees at a two-day seminar held in conjunction with the exhibition. Eleven speakers, seven from the United States, delivered papers on such diverse subjects as "State of the Art in Semiconductor Technology" and "The Computer Based Data Logger."

COMPACT EXHIBIT—*A prospective buyer, at left, discusses the component display of the Auto-Slide Division of Auto-Swage Products Inc. with J. Cleary of McMurdo (Australia) Pty., at right.*

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JERVIS B. WEBB
INTERNATIONAL COMPANY

INDIVIDUAL TREATMENT—*Charles A. Bigelow (second from left), Jervis B. Webb International's vice president, explains his firm's Shallotow conveyor system to one prospective client while Jacques Lethore of Compagnie Francaise des Convoyeurs (second from right), Webb's licensee for France, briefs another.*

Paris Materials Handling Show Nets Sales And Agents

New-to-market firms expect to export more than $3.3 million worth of U.S. materials handling equipment during the coming year as a result of an October exhibit held at the U.S. Trade Center in Paris.

Ten of the 20 exhibitors were new to the French market and two more were new to exporting entirely. Nine participants were seeking representatives in France, and eight were looking for agents in other European nations. A total of ten representatives were signed during the show, and negotiations begun with another 164 which are expected to result in at least 29 additional agreements during the coming year.

A technical seminar held in conjunction with the show attracted capacity audiences to each of its sessions in the Trade Center's conference room.

Worldwide Business Outlook

Austria's Rising Economy Enters Challenging Period

There will be many changes in the Austrian economy beginning in 1973, reports the U.S. Embassy in Vienna. The country appears ready for a sixth straight year of vigorous expansion and the results of the restructuring of the economy should ultimately be favorable.

Early projections of a 4 percent growth rate for 1972 have been outstripped by actual developments, and current estimates suggest that real GNP will increase by 5 percent or slightly more this year.

Exports rise slowly

Due to the general downturn in Austria's export markets, exports continued their slow expansion at the rate of 8 percent (7 percent in 1971, 21 percent in 1970). Imports have maintained a relatively steady 10 percent growth rate throughout the year.

Consumer expenditures (up 5.5 percent) and investment (up 7 percent) are providing the fuel for this year's expansion. Agriculture (up 4 percent) began to recover after setbacks suffered in the drought-plagued 1971-1972 growing year. Tourist earnings this year have soared to a 23 percent increase despite an almost snowless winter.

This healthy growth picture has been unfortunately overshadowed by a steadily deteriorating price situation. Original expectations that the inflation rate would slow to under 4 percent by the end of this year proved unattainable, and the 6 percent rate of early spring has risen to 7 percent through October.

In the coming year, the Austrian economy faces its most challenging period of the postwar era. Having escaped the "stagflation" widely experienced abroad, Austria must now move into a period of international economic growth with an economy already operating at very near full capacity.

At the same time a number of changes in the country's economic structure will be taking place: the change-over to the value-added tax; a large-scale income tax reform combined with a revised federal-local revenue sharing system; and an arrangement with the European Communities involving reciprocal 30 percent across-the-board tariff cuts on most industrial items which became effective Oct. 1, with further cuts scheduled for Jan. 1, 1974.

These changes will bring about a far-reaching restructuring of the Austrian economy in coming years, with the major impact evident in 1973.

While there are still many uncertainties about the eventual outcome of the reforms, it is generally expected that the results will ultimately be favorable. Austrian real GNP is generally expected to increase by 5 percent again in 1973. The dynamic elements in this growth should be exports and domestic consumer demand.

Exports should rise 12 percent in 1973. Imports, also stimulated by the arrangement with the EC and helped by the discontinuation of the import equalization, or border, taxes in favor of the more neutral value added tax, should continue to grow faster than exports. Imports are expected to increase by 14 percent in 1973.

Private consumption should increase by 5.5 percent again next year. This growth will be sustained by continued high employment and increased disposable income from the combined effects of the 1972 wage round and reduction of the income tax on Jan. 1, 1973.

Investment is expected to be somewhat dampened in the next year. While the investment tax to be imposed in connection with the introduction of the value added tax should be offset by improved tax provisions and depreciation rates, private investment is expected to lag due to uncertainties and difficulties in adjusting production patterns to suit the new market presented by the EC agreement. Public investment should not expand significantly due to government restraints in the distribution of new construction orders and the completion in 1972 of a number of large-scale public construction projects.

The labor situation does not now present any major difficulties for 1973. Labor organizations seem to realize that adjustments to the new market situation created by the agreements with the EC may result in some manpower shifts from firms unable to compete in the Common Market to more efficient enterprises. But the tight labor market and the cushion of 200,000 foreign workers will tend to allay concerns over severe dislocation.

Primary concern

The government's primary economic policy concern is maintaining "relative stability" so that domestic price levels do not rise faster than those in Austria's most important trading partners. The introduction of the value added tax at a 16 percent rate and income tax reductions should bring a sharp increase in the rate of inflation in the early part of 1973. The estimates range from 7 percent to 9 or 10 percent in the early part of the year. The most realistic figure seems to be an early spurt to 8 percent or more and a 7 percent rate for the year as a whole.

The government's stabilization program is targeted to minimize the inflation without adversely af-

AUSTRIAN INDUSTRY ADJUSTS—*Businessmen in Austria hope that the economic changes will ultimately bring higher profits. Above, the OSW chemical plant in Linz.*

fecting the adjustment process to the EC or preventing Austria from enjoying the benefit of the coming international upswing. A mildly restrictive monetary policy, as much restraint in official expenditures as is consistent with the government's social policy, and encouragement of private savings are all being used to slow the rates of monetary and commercial credit expansion, which have been running at 20 percent for the past years. Price controls have been strengthened for all goods and services through September 1973. This is primarily to ensure that the inevitable VAT-induced price increases are kept at a justifiable level, and tax savings resulting from the VAT and the tariff cuts with the EC are passed on to the consumer.

The most important recent development in Austria for U.S. business is unquestionably Austria's association with the European Communities. This association is bound to affect the structure of Austria's forein trade. After 10 years of trading with the EC as an outsider, Austrian business now holds high hopes of realizing new profits as partial members of the expanding Community. The success of these hopes depends heavily on the ability of Austrian exporters to maintain relative stability of production costs—a goal that will not be easily realized in the face of strong inflationary pressures. Nevertheless, it appears that Austria will realize its projected 12 percent export growth.

The import side of the agreement presents a mixed picture. Consumers, of course, expect cheaper goods from an area that supplies the bulk of Austrian imports—the 30 percent initial tariff cut will reduce the tariff burden of imported goods by $75 million in 1973. Moreover, since border taxes will be replaced by the value added tax, which will bear equally on domestic and foreign produced goods, the competitiveness of all imports should be increased. Domestic industry feels itself generally well prepared for the more competitive climate, but certain sectors with structural problems are apprehensive.

The following product categories should feel the sharpest sting from EC competition: textiles, garments, leather goods, non-ferrous metals, iron & metal products, glass, chemicals, furniture, electrical consumer goods, and automotive equipment. The Government—hoping that import competition will ease price pressures—does not plan to stem the tide.

Can the U.S. profit?

Whether the United States can profit from the opportunities offered by the many changes expected in the Austrian economy in 1973 depends on the vigor with which American exporters pursue the local market. EC producers will be a source of stiff competition and—in contrast to those European countries becoming full-fledged EC members—Austria will retain its own tariffs which are much higher than the Common external tariffs of the Community.

However, Austrian tariffs on those products of greatest interest to U.S. exporters, *i.e.* high technology items, are low and can be waived in many instances where domestic production is insufficient or non-existent. Promotional efforts should bear this in mind and concentrate on items with a high technology input.

U.S. deliveries to Austria this year have reflected the demands of an increasingly sophisticated and affluent economy. While shipments of agricultural commodities, raw materials and semi-finished products declined, the loss was more than offset by growing Austrian purchases of high-technology capital goods, advanced consumer goods, and leisure goods.

The Embassy has recently made a particular effort to acquaint Austrian nationalized industries with the advantages offered by American capital equipment.

Recent market research indicates that the Austrian market will be most receptive to American metalworking and finishing equipment, business automation equipment and computer peripherals, health-care instrumentation and equipment, pollution control instrumentation and equipment, as well as machinery, equipment and materials for the construction industry.

The consumer goods sector should by no means be neglected. This area offers some of the most promising opportunities, most of which are as yet unexploited.

Austria's role as an entrepot in East-West trade contiuues to grow. With the relaxation of U.S. restrictions on trade with Eastern Europe, American companies should seek even more energetically ways to combine their market promotion in Austria with expanding prospects in surrounding Communist countries.

Panama Looks Ahead To Good Year; Government Sets New Business Rules

Panama's economic growth prospects for next year are good. This is the report from the U.S. Embassy there, which also highlights a new constitution involving several changes affecting U.S. businessmen.

Panama's economy continues to grow at a rapid pace with the public sector accounting for an increasing share of gross investment. However, the cost of living has been rising at a somewhat faster rate.

Even though construction is still being affected by shortages of materials, it is the most dynamic sector of the economy. Agriculture will probably continue to be the weakest sector and food imports will increase due to unseasonable drought conditions from July until late August.

A large number of public investment projects are under way—a new international airport, a new water purification plant and distribution system for Panama City, an expansion of the thermo-electric plant at Las Minas, the Bayano Hydroelectric Dam, the Darien Gap Highway, the sugar mill in Veraguas, and a large rural road construction program. A number of private investments are also being considered or implemented in housing, tourism, expansion of the banking sector, expansion of the petroleum refinery at Las Minas, and expansion of facilities for production of construction materials.

The agreement between the Government and Boise Cascade on terms of purchase for the Panama Power and Light Co. and the fact that elections have now been completed should help to strengthen the confidence of private investors, both domestic and foreign. (The elections resulted in new six-year terms for the chief executives of the Government.)

On Sept. 11, Panama's newly elected Assembly of District Representatives met for the first time. After bestowing broad powers on National Guard Commander General Torrijos and electing a President and a Vice President of the Republic, they devoted themselves to consideration and approval of a new constitution. The following comments are made on the draft constitution which has been approved by the Constitutional Assembly.

Significant changes

There are several significant changes from the present 1946 constitution that might affect U.S. businessmen. The section dealing with labor gives rights and guarantees more favorable to workers than the 1946 constitution. However, the reforms in this section are not a new departure but rather an updating of the old provisions to include the present realities of labor-management relations and to incorporate the new labor code which went into effect in April. This section makes possible the future establishment of a weekly, paid day-off "in agreement with the economic and social conditions of the country." It protects working mothers under Article 67, which rules out pregnancy as a cause for dismissal from employment. In addition to providing for 14 weeks of paid leave for pregnant female workers, it states that no woman may be fired for one year after giving birth, except as provided by the law.

Article 68 of the new constitution reaffirms the general principle, which is already in practice, that foreigners will not be permitted to work in Panama if they would lower the working conditions or standard of living of Panamanians. The Assembly had inserted a much more restrictive statement into the article that included foreign executives and technical staff within the restrictions, but General Torrijos made a personal appeal to the Assembly to keep the original wording since the country needs the technical expertise of foreigners for its development. His action indicates the desire of the Government to encourage foreign private investment in ways which will complement the present capacity of Panama.

The article dealing with the right of the state to intervene in private enterprise (Article 245) was broadened somewhat. A new requirement was added (Article 246) that in all privately-owned public utilities, Panamanian capital must constitute a majority unless there is an exception established by law.

Panama's existing constitution limits the right to engage in retail trade to Panamanian citizens. However, an exception was made for citizens of those countries that maintained enterprises on the Isthmus which offered employment to Panamanians. This exception has permitted U.S. citizens resident in the Republic to deal in commerce at the retail level. Article 254 of the draft constitution contains the same limitation of retail business to Panamanian citizens, but without the clause which permitted such operations by Americans.

Therefore, the possibility exists that under the new constitution, U.S.-owned firms, as well as all other alien-owned firms (as has been the case in the past), will not be able to enter retail business in Panama. This article would not prevent existing U.S.-owned retail firms in Panama from continuing to operate.

In summary, the draft constitution under consideration by the assembly follows a trend, apparent in many Latin American countries, of restricting certain types of business to nationals of the country and a desire to give greater social benefits to working-class people. Panama remains basically one of the more attractive countries for U.S.

investment in Latin America. However, U.S. investors should follow further developments in changes in the constitution which may affect their investment opportunities since it is too early to determine what effects they will have on U.S. business operations.

Developments in Panama indicate several potentially attractive sales opportunities for specific product lines. The construction sector remains very strong, and although the methods used are quite labor intensive, there is an increasingly severe shortage of most categories of skilled and semi-skilled construction workers. With major civil projects scheduled to get under way in the immediate future, these shortages are likely to worsen. Therefore, market opportunities for products which might alleviate these types of bottlenecks appear to be excellent.

Important development

Another especially strong subdivision of the construction sector will be road building. In addition to the government's significant road program, the major Darien Gap Highway (a $100 million project within Panama) is an important development by itself. It will give rise to a network of secondary feeder-roads to open up the Darien Province, which is now almost completely without road transportation.

A final subdivision of the construction sector in which there appears to be good sales potential is in cost-saving methods and devices (such as prefabrication and unit module installations) for low-income, basic housing units. The Government and the private sector are increasingly emphasizing this type of housing construction, and top government officials have publicly stated the need to lower building costs as much as possible for these low-income projects.

Another sector which could grow into a strong market for U.S. manufacturers is the entire agribusiness area.

Expansion Likely For El Salvador; Big Investment Program Is Planned

Improvement in El Salvador's rate of economic growth is predicted by the U.S. Embassy there.

Relatively low prices for coffee and unfavorable political conditions reduced El Salvador's economic growth in 1971 to 4.6 percent, down from the 7.7 percent achieved in 1970 (mainly from high coffee prices that year). A turbulent teachers' strike and entry into the national election period during the second half of 1971 adversely influenced investment and the economy in general. The dampening political factor continued through to installation of the new administration in July.

The new Government has announced a large increase in planned public sector investment for the five years 1973-1977, which along with the bullish outlook for El Salvador's mainstay agricultural exports—coffee, cotton, sugar and beef—enhances prospects for economic growth and diversification.

Present high liquidity and international reserves, stable currency, project availability and anticipated political stability provide the conditions for an economic resurgence after virtually no per capita growth since 1967.

Embassy sees improvement

The U.S. Embassy in San Salvador foresees improvement in the rate of economic growth despite the lack of strong demand growth and investment, and attributes this primarily to unexpectedly higher coffee exports. With a predicted close balance in trade, the GDP should expand by about 7 percent in 1972, some 5.5 percent in real terms. Even discounting administrative problems in implementing planned public investment, the Embassy believes that growth could be in the neighborhood of 8 to 9 percent in 1973.

Institutional and real economic stresses within the Central American Common Market (CACM), including the continuing Honduras-El Salvador rift, have reduced its previous role in providing an outlet

SALVADORAN SLUMP APPEARS OVER—*El Salvador is beginning an economic resurgence after a four-year slowdown. Above, Plaza Libertad in San Salvador.*

OPPORTUNITIES GROW IN EL SALVADOR—*Investment is expected to pick up as Salvadoran economic activity rises. Above, a view of the Foremost Dairies plant.*

for El Salvador's industrial sector. Hence attention is increasingly directed to third country markets.

The anticipated expansion of the government's role — $322 million investment in five years—and export growth should provide excellent opportunities for U.S. exports and investments. Other conditions for doing business in El Salvador should continue to be attractive.

New demand

The planned public sector expenditures offer U.S. business an excellent prospect for increased sales and investment. The intention of the Government to increase considerably public investment in efforts to correct social-economic imbalances will coincidentally create new demand for consumer products as well as provide excellent opportunities to suppliers of capital equipment and technical services needed in the development program. Alertness to bid solicitations and familiarity with the local scene are essential in taking advantage of these opportunities.

Projects include a new sugar refinery in the Valle de Jiboa, to cost some $12 million, financed by the government industrial development agency, INSAFI. A new "jumbo-jet" airport near the coast at Comalapa is in the feasibility stage. AID has approved a loan of $4 million to the Government for use in developing its agricultural research center, CENTA, and extension services; of this amount some 55 percent will go to dollar sales—with $1.15 million for equipment at the Center.

Although U.S. price increases have reduced some of the price advantage obtained from the 1971 monetary reforms, a relative advantage still exists. U.S. exporters should be able to maintain their relatively constant 28 to 30 percent share of El Salvador's imports and, with improvement in salesmanship, delivery services and financing terms, could even expand this share.

Since internal and CACM demand are not as promising as heretofore, although opportunities still exist for local sales and production, it appears that productive capacity investment aimed at third countries would be the better long-term investment. There is good local financing, adequate labor, and physical security; and the official policy is to encourage foreign investment "which does not displace domestic activity."

The established U.S. business community is still low in profile and there is no history of antagonism against U.S. business. Although nationalism is increasingly evident, as is to be expected, it focuses more on pride over Salvadoran ability to accomplish national objectives than on the exclusion of imported capital, ideas and technology. Exchange controls exist but in practice have not hampered foreign business operations, except perhaps in the service sector where repatriation limits relate to capitalization. Owing to cautious monetary and fiscal policies, El Salvador's currency is among the most stable in the world and domestic inflationary pressures have been held relatively in check as a result.

The difficulties facing the U.S. businessman in El Salvador include the limitations of domestic and CACM demand. Investment has been stagnant since the 1969 conflict with Honduras and stresses have developed among the remaining four who trade within the CACM treaty arrangements. The last four years have been characterized by low growth rates, negligible per capita growth, and little progress in income distribution. The static nature of the structures of both the economy's sectoral relationships and the socio-economic makeup of the country are impediments to economic and general well-being that must be reckoned with.

Prospects for settlement

Prospects for settlement of the Honduran-El Salvador problem are still uncertain for the short-run. Since Honduras generally represented some 20 percent of the market for Salvadoran firms exporting to the CACM, this constitutes a considerable loss and limitation to sales possibilities, although many firms have replaced that market and await its restoration as a "bonus."

Meanwhile, among the CACM members, El Salvador offers investors only a four country common market, because of the break with Honduras. Proposals exist for a restructuring of the CACM and discussions are scheduled to begin soon. Until structural and institutional adjustments are achieved which satisfy particularly Costa Rica and Honduras, the full benefits which a common trading market offers will not be realized.

Economic Problems Slow Ceylonese In Drive To Reach High Potential

Development efforts of Sri Lanka (formerly Ceylon) have faltered over the past 18 months, despite the country's high potential for rapid economic growth.

GNP grew less than 1 percent in 1971 and per capita output declined. Capital formation dropped by 15 percent from the previous year's level. The slump has continued during 1972, according to the U.S. Embassy in Colombo.

Rising unemployment and spiralling inflation have created deepening problems for economic policymakers faced with the task of balancing development needs against the consumption demands of a politically active populace. Heavy consumer subsidies continue to be an excessive drain on the country's budgetary and foreign exchange resources, resulting in severe deficits in both the exchequer and balance of payments accounts. A short but highly destructive insurgency occurred early in 1971 which added further to the disarray of economic forces and stimulated a sharp increase in defense expenditures.

Recovery efforts

Efforts to induce economic recovery have centered on the introduction in November 1971 of a Five-Year Plan, and the publication in June of a White Paper on Private Foreign Investment.

Sri Lanka's import market, limited in size, traditionally linked to the United Kingdom, and geographically remote from U.S. ports, has never been zealously exploited by American exporters. While total imports have averaged close to $400 million annually in recent years, almost half this amount consists of basic foods. A high percentage of imports are supplied under concessionary governmental credits with purchases tied to donor country procurement. At present, such credits are unavailable to most American exporters since the U.S. assistance program currently is limited to shipments of PL-480 foodstuffs.

Sri Lanka's staggering foreign exchange squeeze and the shrinkage of GNP point to even tighter limits on imports for the near future.

Opportunities for profitable investment are similarly affected by limitations on market size and the slowdown in business activity.

In an effort to attract foreign capital, the Government published the previously mentioned White Paper on Private Foreign Investment. This policy statement recognizes that "private foreign investment has an important role to play in the economic development of the country." Features considered important for approval of new projects include the use of local raw materials, production primarily for export, location of operations in less developed parts of the island, and labor intensity of production techniques.

Participation of local private or state enterprises is encouraged but not necessarily mandatory. Various incentives are offered, including guaranteed remittance of profits, interest and capital, assorted tax benefits, and customs rebates on imported materials.

Copies of the White Paper are available through the Sri Lanka Embassy in Washington.

Opportunities for profitable investment appear intriguing in tourism and fisheries. These sectors have been singled out in the White Paper as being especially appropriate for foreign investment. Tourism has been recognized by the Government as a potentially rich source of foreign exchange and is the object of a number of government-sponsored promotional programs designed to capitalize on the country's wealth of splendid beaches, lush scenery and historical attractions. Although these efforts were upset to some degree by the April 1971 insurgency, recovery has been rapid, and tour operators are reporting heavy bookings for the 1972-73 winter season.

American and other international hotel operating corporations have responded to government initiatives with plans for the development of tourist accommodations in Colombo and other centers of tourist attraction. A 252-room hotel being built by a major American chain, which is scheduled for completion in March 1973, will provide Colombo with its first international-standard luxury accommodations. The greatest continuing need for accommodations will be in the beach and upcountry areas.

Untapped potential

Sri Lanka's largely untapped potential for fish production is considered by many experts to be extremely high. It is believed that, with modern methods, tuna, shellfish and other inshore and deep sea varieties could be harvested from the Indian Ocean in quantities sufficient to supply fully the domestic market as well as create a new source of export earnings.

In order to tap this potential, the Government is seeking collaboration from foreign governments and private firms for the development of joint fisheries operations. American firms might find this to be an area where judicious investment would pay high dividends and provide an important new source of seafood for the U.S. market.

Other investment opportunities might be explored in labor-intensive, export-oriented industries such as electronic components manufacturing. It is believed that mutually beneficial agreements can be negotiated with the Sri Lanka Government for the establishment of such plants.

Further opportunities may arise if the projected export processing zone at the East coast port of Trincomalee comes to fruition. The Government is currently studying proposals for a preliminary survey from international consulting firms. Future development at the port will depend on the results of this survey.

Potential investors in Sri Lanka should also keep in mind that the U.S. Government can support their efforts under terms of the Investment Guaranty program, which extends to Sri Lanka by mutual agreement.

Imports will be needed

Modest export opportunities may be created in the development of the tourist and fisheries sectors. Imported machinery and equipment will be needed for hotels, restaurants, and the fishing industry. Despite stringent import restrictions, and some competitive advantages enjoyed by traditional suppliers, U.S. firms may be able to develop sales through response to government tenders.

Such items as tractors, tires, some automobile parts, office machinery, hardware, sporting goods and textiles are now imported on a monopoly basis by state trading organizations. Many other items are imported directly by government entities for their own use.

Information on Government tenders is available through the U.S. Department of Commerce and from the Sri Lanka Embassy in Washington. Bidders should note that, in view of the tight foreign exchange situation, favorable credit terms are frequently an essential element in winning supply contracts.

Although short-term prospects for the Sri Lanka economy are limited, the country's high economic potential should be borne in mind in assessing ventures into this market. When the country solves its problems of economic organization and motivation, it can be expected to advance rapidly as a market for U.S. goods and services.

Malaysian Imports Should Pick Up With Improved Economic Conditions

Malaysia's economy has begun moving upward and is expected by the U.S. Embassy in Kuala Lumpur to continue accelerating in 1973.

Malaysia's economic performance in the first half of 1972 was dampened by depressed prices for most of the country's major export commodities. These lower prices and an increase in import costs caused Malaysia's trade surplus to deteriorate to less than half of what it was during the first six months of 1971. Retail prices rose, partly as a result of the increased cost of imported items.

Monetary moves

Government expenditures remained high and contributed to a rise in the liquidity of the private sector. The Central Bank, concerned that this state of liquidity could develop into a source of monetary instability, raised the statutory reserve for commercial banks. In addition to absorbing funds from the financial community, the Central Bank hoped this move would encourage additional lending for private sector investment.

As 1972 draws to a close, Malaysia's economic outlook has brightened considerably. Production of basic commodities has risen; exports of manufactured products have increased; public expenditure remains at a high level; and, most important, prices for natural rubber, Malaysia's main foreign exchange earner, have moved upward. More favorable rubber prices could restore economic confidence and provide a catalyst for increased domestic investment and a rise in consumer demand.

West Malaysia's imports from the United States (excluding aircraft and military weapons) rose from $39.2 million in the first six months of last year to $40.3 million for the same period this year. Although this is not a substantial increase and represents only 6.3 percent of West Malaysia's total imports for the period, prospects for future direct sales to Malaysia, particularly as currency adjustments have made U.S. goods more competitive, seem excellent.

Projects of the Government, as it continues accelerated spending for the Second Malaysian Plan, offer good opportunity for many types of products such as communications, airport, road building and construction equipment. The Ministry of Finance estimates that government purchases this year will total $182 million, of which imports will comprise $73 million. The Ministry expects this figure to rise in the future. A Ministry official notes that in purchases involving large sums, it is more advantageous to buy direct from foreign sources.

ACTIVE ASIAN CITY—*The Malaysian economy is expected to pick up speed in 1973. Above, a view of Kuala Lumpur.*

The expected rise in private sector investment should bring added demand for plant, equipment and machinery. As U.S. investment in Malaysia's industrial sector rises, American firms establishing in the country should direct the bulk of their plant equipment purchases toward U.S. sources.

The Malaysian Government recently prepared a draft for pollution control legislation. Once this legislation is enacted, Malaysia could become a new market for direct sales of pollution control equipment.

Consumer demand can also be expected to pick up with improved economic conditions, and with it the demand for U.S. consumer goods.

Shopping center boom

Although the United States is generally less competitive in consumer goods, introduction and sale of U.S. consumer goods and food items, including those processed abroad, could rise due to a boom in construction of shopping centers and luxury hotels. In Kuala Lumpur 15 new shopping centers are either under construction or planned for the coming year as compared with the existence of one modern center a year ago. Other urban areas are following suit with construction of these complexes.

These centers cater to the more affluent customers and feature a wide range of imported articles, including many U.S. goods.

New hotels competing to offer high quality food in their restaurants may also tend to stock a variety of U.S. food items.

Malaysian efforts to attract U.S. investment, especially in the electronics field, have enjoyed success. An increasing number of U.S. firms are expressing serious interest in investing in Malaysia. U.S. companies recently approved as applicants for manufacture of electronic component parts in Malaysia include: Monsanto, Motorola, Texas Instruments, Hewlett Packard and Advanced Micro Devices. In addition, Goodyear is investing $15 million in a tire plant.

As a special incentive for the electronics industry, companies in this field can obtain tax relief up to a maximum of 10 years, compared with 8 years for other pioneer companies. However, firms interested in establishing electronics plants in Malaysia should be aware that to qualify for this special incentive their investment plans must be approved by the Federal Government prior to Jan. 31, 1973.

The Government is shifting its attention to attracting industries other than electronics. The Federal Investment Development Authority is now studying the investment potential of such industries as furniture, photo equipment, toys, garments, jewelry and watches. As with electronics, these industries tend to be labor intensive, export-oriented and relatively pollution free.

U.S. 1971 Reinsurance Gap Was $105 Million

A survey of reinsurance transactions between American and foreign insurance companies shows that U.S. firms made net payments of $105.4 million to foreign insurers in 1971.

The term "reinsurance" describes the transfer by insurance companies of a portion of the liability they have assumed to other insurance companies, that is, reinsurers. The purpose of reinsurance is to make it possible for a primary insurer to underwrite risks which it could not otherwise handle.

In 1971, U.S. insurance companies paid $470.9 million in premiums to foreign reinsurers and recovered $263.1 million in losses from them. U.S. insurance companies received $309.1 million in premiums on reinsurance sold abroad, and paid losses thereon of $206.7 million.

Of the $470.9 million of premiums paid by U.S. insurance companies in 1971, British reinsurers received $321.7 million, or 68 percent of the total. Of the $309.1 million premiums received by U.S. companies on reinsurance sold abroad, $198.5 million or 64 percent came from Western Europe.

Although reinsurance accepted from abroad by U.S. insurance companies is smaller in amount than that ceded abroad, since 1955 it has been growing at a faster pace.

Calendar For World Traders

Dec. 12—New York—International Executives Assn. luncheon meeting, Summit Hotel, noon.

Dec. 13—New York—FCIB Publishers Export Credit Group dinner meeting, Advertising Club, 4 p.m.

Dec. 14—Chicago—Luncheon meeting of the International Trade Club (King Arthur Room), followed by a 2-4 p.m. seminar on Trade With Japan (Tropical Room), Sheraton-Chicago Hotel.

Dec. 14—New York—Overseas Automotive Club luncheon and meeting, Summit Hotel, noon.

Dec. 14 — Washington — Business Council for International Understanding, 9:30 a.m. Speakers include Andrew E. Gibson, Asst. Secretary for Domestic and International business.

Dec. 19—Memphis—World Trade Club meeting.

Jan. 18-19—New York—Impact of changing economic and monetary policies on international trade, Waldorf-Astoria. Sponsor: The Conference Board.

Jan. 29-31 — Atlanta — Southeastern International Educational Trade Show, Civic Center. Sponsor: Southeastern Poultry and Egg Assn., Decatur, Ga.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine. The section that follows presents a list of U.S. trade fairs, 1973-74, details about U.S.-sponsored overseas exhibitions and missions, licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies and appoint agents, details on major construction and expansion projects and notices of U.S. visits by foreign buyers.

More Than 150 Trade Fairs In U.S., 1973-74, Welcome Variety Of Goods

For U.S. businessmen interested in expanding exports through participation in exhibitions held in this country, more than 150 U.S. industry expositions and trade shows for 1973-74 are listed below, by date, name, location, and fair management address.

The list includes only those fairs whose managements have indicated to the Commerce Department an interest in foreign exhibitors and or foreign visitors. Information is taken from the latest data available to Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements. Questions about these events may be addressed to the Trade Fairs and Expositions Division, U.S. Department of Commerce, Washington, D.C. 20230. Phone, 202-967-5676.

January 1973

5-14. L.A. Sportsmen's Vacation and Travel Show, Los Angeles. 142 S. Fairfax St., Los Angeles, Calif., 90036.

7-10. Concrete Industries Exposition, Miami Beach. Martin C. Dwyer, Inc., 400 N. Michigan Ave., Chicago, Ill., 60611.

7-11. National Association of Home Builders Exposition, Houston. 1625 L St., NW., Washington, D.C., 20036.

7-13. American Furniture Mart—International Furnishings Show, Chicago. 666 Lake Shore Dr., Chicago, Ill., 60611.

7-13. Merchandise Mart — International Home Furnishing Show, Chicago. Merchandise Mart, Chicago, Ill., 60654.

8-12. Automotive Engineering Congress & Exposition, Detroit. Society of Automotive Engineers, 2 Penn Plaza, New York, N.Y., 10001.

12-16. Winter Consumer Electronics Show, Chicago. Charles Snitow Organization, Inc., 331 Madison Ave., New York, N.Y., 10017.

13-19. Children's Wear Show, Philadelphia. 112 S. 9th St., Philadelphia, Pa., 19107.

13-23. New Orleans International Boat Show. Pace Management Corp., 3003 E. Alabama St., Houston, Tex., 77006.

15-18. Southern Furniture Market Show, High Point. P.O. Box 828, High Point, N.C., 27261.

15-19. National Housewares Exhibition, Chicago. 1130 Merchandise Mart, Chicago, Ill., 60654.

24-Feb. 4. National Boat Show, New York City. 537 Steamboat Rd., Greenwich, Conn., 06830.

25-28. National Exposition of Food Processors, San Francisco. 7758 Wisconsin Ave., Washington, D.C., 20014.

25-28. National Swimming Pool Institute Exposition, Las Vegas. 2000 K St., NW., Washington, D.C., 20006.

28-30. New Orleans Gift, Jewelry & Decorative Show. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill., 60603.

28-31. Southeastern International Poultry Convention & Exhibition, Atlanta. 1456 Church St., Decatur, Ga., 31930.

29-Feb. 1. International Heating, Air Conditioning Exposition, Chicago. International Exposition Co., 200 Park Ave., New York, N.Y., 10017.

February 1973

4-7. Hobby Industry Trade Show, Chicago. 200 Fifth Ave., Suite 1655, New York, N.Y., 10010.

4-7. San Francisco Gift Show. 1355 Market St., Space 223-A, San Francisco, Calif., 94103.

4-8. National Sporting Goods Association Show, Houston. 717 N. Michigan Ave., Chicago, Ill., 60611.

5-11. World Congress of Housing Exposition, Tulsa. Great Plains Mobile Housing Institute, Suite 60, Ramada Professional Bldg., 4580 E. 50th St., Tulsa, Okla., 74135.

9-18. Atlanta Boat Show. Suite 219, 6075 Roswell Rd., NE., Atlanta, Ga., 30328.

14-17. National Farm Machinery Show, Louisville. P.O. Box 21179, Louisville, Ky., 40521.

17-21. National Automobile Dealers Equipment Exhibition, New Orleans. 2000 K St., NW., Washington, D.C., 20006.

18-23. Dallas Trade Mart Gift, Jewelry, Housewares Show. 3000 Trade Mart, Dallas, Tex., 75207.

23-28. Miami International Boat Show, Miami Beach. 1333 S. Miami Ave., Miami, Fla., 33130.

25-March 2. New York Gift Show, New York City. Little Brothers Shows, 220 Fifth Ave., New York, N.Y., 10001.

26-March 5. Chicago Automobile Show. 35 E. Wacker Dr., Chicago, Ill., 60601.

27-March 1. Material Handling Institute Show, San Francisco. 1326 Freeport Rd., Pittsburgh, Pa., 15238.

March 1973

1-3. Mid-America Trucking Show, Louisville. Exhibit Management Associates, Inc., 2100 Gardiner Lane, Louisville, Ky., 40205.

5-8. Pulp Paper Industry Exhibition, Chicago. National Expositions Co., 14 W. 40th St., New York, N.Y., 10018.

10-15. Boston Gift Show. Parker House Hotel, Tremont & School Sts., Boston, Mass., 02107.

10-15. Childrens Wear Show, Philadelphia. 112 S. 9th St., Philadelphia, Pa., 19107.

11-13. Association of General Contractors of America Show, San Francisco. 1957 E St., NW., Washington, D.C., 20006.

12-15. National Plant Engineering & Maintenance Show, Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y., 10017.

12-16. Western Metal & Tool Exposition, Los Angeles. Society of Manufacturing Engineers, 20501 Ford Rd., Dearborn, Mich., 48128.

16-18. International Stamp Exhibition (INTERPEX), New York City. 251 W. 57th St., New York, N.Y., 10019.

17-23. Philadelphia Gift Show. Little Brothers Shows, 220 Fifth Ave., New York, N.Y., 10001.

26-29. IEEE International Convention & Exhibition, New York City. 345 E. 47th St., New York, N.Y., 10017.

April 1973

3-5. Powder Coating Conference & Exposition, Cincinnati. Society of Manufacturing Engineers, 20501 Ford Rd., Dearborn, Mich., 48128.

6-13. Southern Furniture Market Show, High Point. P.O. Box 828, High Point, N.C., 27261.

7-15. International Automobile Show, New York City. Chas. Snitow Organization, 331 Madison Ave., New York, N.Y., 10017.

7-15. Photo Exposition, Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y., 10017.

8-12. International Gas Turbine Products Show, Washington, D.C., P.O. Box 188, Ho-Ho-Kus, N.J., 07423.

9-12. Design Engineering Show, Philadelphia. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y., 10017.

15-16. Dallas Home Furnishings, Gifts, Accessories. 2100 Stemmons Freeway, Dallas, Tex., 75205.

29-May 2. Dallas Toy Show. 3000 Trade Mart, Dallas, Tex., 75207.

29-May 4. Knitting Arts Exhibition, Atlantic City. Robt. T. Kenworthy, Inc., 866 United Nations Plaza, New York, N.Y., 10017.

May 1973

5-9. National Liquefied Petro Gas Association Show, Chicago. 79 W. Monroe St., Chicago, Ill., 60603.

7-10. National Packaging Exposition, Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y., 10017.

7-11. International Tool Exposition & Engineering Conference, Detroit. Society of Manufacturing Engineers, 20501 Ford Rd., Dearborn, Mich., 48128.

12-18. Childrens Wear Show, Philadelphia. 112 S. 9th St., Philadelphia, Pa., 19107.

14-16. American Association of Petroleum Geologists Conference & Exhibition, Anaheim. P.O. Box 979, 1444 S. Boulder St., Tulsa, Okla., 74104.

19-23. National Restaurant Convention & Exposition, Chicago. 1530 N. Lake Shore Dr., Chicago, Ill., 60610.

21-23. International Security Conference & Exhibit, Chicago. 2639 S. La Cienega, Los Angeles, Calif., 90034.

June 1973

3-6. New Electronic Show, Chicago. 100 S. Wacker Dr., Room 1702, Chicago, Ill., 60606.

4-7. Mariport '73, New York City. National Expositions Service Co., 1601 W. Lafayette St., Detroit, Mich., 48126.

4-8. National Computer Conference & Exposition, New York City. AFIP Society, 210 Summit Ave., Montvale, N.J., 07645.

10-13. Consumer Electronics Show, Chicago. Chas. Snitow Organization, 331 Madison Ave., New York, N.Y., 10017.

17-23. American Furniture Mart—International Furnishings Show, Chicago. 666 Lake Shore Dr., Chicago, Ill., 60611.

17-23. Merchandise Mart—International Home Furnishing Show, Chicago. Merchandise Mart, Chicago, Ill., 60654.

23-27. National Printing Equipment Show, San Francisco. Show Company, 1605 Cahuenga Blvd., Los Angeles, Calif., 90028.

25-29. Air Pollution Control Association Show, Chicago. 4400 Fifth Ave., Pittsburgh, Pa., 15213.

July 1973

9-12. Southern Furniture Market Show, High Point. P.O. Box 828, High Point, N.C., 27261.

9-13. National Housewares Exhibition, Chicago. 1130 Merchandise Mart, Chicago, Ill., 60654.

25-27. U.S. International Aerospace Exposition, Milwaukee. Gen. Mitchell Field, Milwaukee, Wis., 53207.

August 1973

5-8. National Fancy Food & Confection Show, Chicago. Charles Snitow Organization, 331 Madison Ave., New York, N.Y., 10017.

5-8. San Francisco Gift Show. 1355 Market St., Space 223-A, San Francisco, Calif., 94103.

12-17. New York Gift Show, New York City, Little Brothers Shows Inc., 220 5th Ave., New York, N.Y., 10001.

27-30. National Hardware Show, New York City. Charles Snitow Organization, 331 Madison Ave., 10017.

28-31. National Chemical Exposition, Chicago. 86 E. Randolph St., Chicago, Ill., 60601.

28-Sept. 3. New York State Fair, Syracuse. Fairgrounds, Syracuse, N.Y., 13209.

September 1973

2-7. Dallas Trade Mart Gift, Jewelry & Housewares Show. 3000 Trade Mart, Dallas, Tex., 75207.

7-16. New Jersey State Fair, Trenton. P.O. Box 669, Trenton, N.J., 08604.

8-11. National Office Products Show, Chicago. 1500 Wilson Blvd., Arlington, Va., 22209.

8-13. Childrens Wear Show, Philadelphia. 112 S. 9th St., Philadelphia, Pa., 19107.

12-15. Bobbin Show (Atlanta), Philadelphia. P.O. Box 527, 1120 Shop Road, Columbia, S.C., 29202.

15-20. Boston Gift Show. Parker House Hotel, Tremont & School Sts., Boston, Mass., 02107.

15-21. Philadelphia Gift Show. Little Brothers Show, 220 Fifth Ave., New York, N.Y., 10001.

16-19. International Security East Region Conference & Exhibit, New York City. 2639 S. La Cienega, Los Angeles, Calif., 90034.

23-27. Prestressed Concrete Institute Show, Chicago. 205 W. Wacker Dr., Chicago, Ill., 60606.

28-Oct. 7. Tulsa State Fair. P.O. Box 4735, Tulsa, Okla., 74104.

30-Oct. 5. Water Pollution Control Federation Show, Cleveland. 3900 Wisconsin Ave., NW., Washington, D.C., 20016.

October 1973

1-4. Metal Show Materials & Engineering Congress, Chicago. American Society for Metals, Metal Park, Ohio, 44073.

1-4. National Premium Show, Chicago. Hall Erickson Co., 7237 W. Lake St., River Forest, Ill., 60305.

1-4. Packaging, Converting Machinery Show, Atlantic City. 2000 K St., NW., Washington, D.C., 20006.

6-21. State Fair of Texas, Dallas. P.O. Box 26010, Dallas, Tex., 75226.

7-10. National Builders Hardware Exposition, San Diego. 1290 Ave. of Americas, New York, N.Y., 10019.

13-18. Baking Industry Exposition, Atlantic City. 650 Mills Bldg., 1700 Pennsylvania Ave., NW., Washington, D.C., 22101.

15-17. National Electronics Conference, Chicago. 1121 W. 22nd St., Suite 2, Oak Brook, Ill., 60521.

16-18. New England Tool Exposition & Engineering Conference, Boston. Society of Manufacturing Engineers, 20501 Ford Rd., Dearborn, Mich., 48128.

19-26. Southern Furniture Market Show, High Point. P.O. Box 828, High Point, N.C., 27261.

22-26. Business Equipment Exposition, New York City. 60 E. 42nd St., New York, N.Y., 10017.

25-Nov. 2. American Textile Machinery Exhibition, Greenville. P.O. Box 5823, Greenville, S.C., 29606.

28-29. Dallas Home Furnishings, Gifts, Accessories Show. 2100 Stemmons Freeway, Dallas, Tex., 75205.

29-Nov. 1. Industrialized Building Exposition & Congress, Louisville. Charles Snitow Organization, Inc., 331 Madison Ave., Suite 1103, New York, N.Y., 10017.

29-Nov. 1. National Safety Congress, Chicago. 425 N. Michigan Ave., Chicago, Ill., 60611.

November 1973

5-8. National Hotel & Motel Exposition, New York City. 141 W. 51st St., New York, N.Y., 10019.

5-9. National Plastics Exposition, Chicago. Robt. Kenworthy, Inc., 866 United Nations Plaza, New York, N.Y., 10017.

6-8. East/Central Tool Exposition & Engineering Conference, Cincinnati. Society of Manufacturing Engineers, 20501 Ford Rd., Dearborn, Mich., 48128.

7-10. International Screen Printing Exhibition, Atlanta. 150 S. Washington St., Falls Church, Va., 22046.

10-18. Detroit Automobile Show. 6525 Lincoln Ave., Detroit, Mich., 48202.

11-16. AtomFair, San Francisco. 14 W. 40th St., New York, N.Y., 10018.

12-15. International Soft Drink Industry Exposition, Miami Beach. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y., 10017.

26-30. Exposition of Chemical Industries, New York City, 200 Park Ave., PanAm Bldg., New York, N.Y., 10017.

December 1973

9-12. National Frozen Food Convention & Exposition, Miami Beach. 6750 Old York Rd., Philadelphia, Pa., 19126.

January 1974

6-12. American Furniture Mart—International Furnishings Show, Chicago. 666 Lake Shore Drive, Chicago, Ill., 60611.

6-12. Merchandise Mart—International Home Furnishing Show, Chicago. Merchandise Mart, Chicago, Ill., 60654.

14-18. Automotive Engineering Congress & Equipment Exposition, Detroit. Society of Automotive Engineers, 2 Penn Plaza, New York, N.Y., 10001.

20-24. National Association of Home Builders Exposition, Houston. 1625 L St., N.W., Washington, D.C., 20036.

21-24. Concrete Industries Exposition, Las Vegas. Martin C. Dwyer, Inc., 400 North Michigan Ave., Chicago, Ill., 60611.

21-24. Southern Furniture Show, High Point. P.O. Box 828, High Point, N.C., 27261.

21-24. International Heating, Air Conditioning Exposition, Anaheim. International Exposition Co., 200 Park Ave., New York, N.Y., 10017.

24-27. National Exposition of Food Processors, Philadelphia. 7758 Wisconsin Avenue, Washington, D.C., 20014.

31-Feb. 3 National Swimming Pool Institute Exposition, Dallas. 2000 K St., N.W., Washington, D.C., 20006.

February 1974

3-5. New Orleans Gift, Jewelry, Decorative Show. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill., 60603.

3-6. Hobby Industry Trade Show, Chicago. 200 5th Ave., Suite 1605, New York, N.Y., 10010.

3-6. San Francisco Gift Show. 1355 Market St., Space 223-A, San Francisco, Calif., 94103.

10-14. National Sporting Goods Association & Exhibition, Chicago. 717 N. Michigan Ave., Chicago, Ill., 60611.

17-22. Dallas Trade Mart Gift, Jewelry & Housewares Show. 3000 Trade Mart, Dallas, Tex., 75207.

March 1974

11-15. Western Metal Tool Exposition (WESTEC), Los Angeles. American Society of Metals, Metals Park, Ohio, 44073.

18-21. National Plant Engineering & Maintenance Show, Cleveland. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y., 10017.

23-29. Philadelphia Gift Show. Little Brothers Shows, 220 5th Ave., New York, N.Y., 10001.

25-28. IEEE International Convention & Exhibition. New York City. 345 E. 47th St., New York, N.Y., 10017.

April 1974

1-3. American Association of Petroleum Geologists, San Antonio, Tex., Box 979, 1444 S. Boulder, Tulsa, Okla., 74101.

19-26. Southern Furniture Market Show, High Point. P.O. Box 828, High Point, N.C., 27261.

22-25. National Packaging Exposition, New York City. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y., 10017.

28-May 1. National Material Handling Show, Detroit. Thomas W. Shea Co., 1326 Freeport Road, Pittsburgh, Pa., 15238.

May 1974

1-Oct. 31. World Exposition on the Environment, Spokane. Expo '74, P.O. Box 1974, Spokane, Wash., 99210.

5-8. National Liquified Petroleum Gas Association & Exhibition, Chicago. 79 W. Monroe St., Chicago, Ill., 60603.

5-8. Offshore Technology Conference, Houston. 6200 N. Central Expressway, Dallas, Tex., 75206.

6-9. Design Engineering Conference & Show, Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y., 10017.

26-June 1. Prestressed Concrete Institute, New York, N.Y. 205 W. Wacker Dr., Chicago, Ill., 60606.

June 1974

9-14. Air Pollution Control Association, Denver. 4400 5th Ave., Pittsburgh, Pa., 15213.

16-21. American Furniture Mart—International Furnishings Show, Chicago. 666 Lake Shore Dr., Chicago, Ill., 60611.

16-22. National Furniture Mart—Home Furnishing Show, Chicago. 205-215 Lexington Ave., New York City, 10016.

July 1974

8-11. Southern Furniture Market Show, High Point. P.O. Box 828, High Point, N.C., 27261.

August 1974

4-7. San Francisco Gift Show. 1355 Market St., Space 223-A, San Francisco, Calif., 94103.

September 1974

1-6. Dallas Trade Mart Gift, Jewelry & Housewares Show. 3000 Trade Mart, Dallas, Tex., 75207.

3-13. International Machine Tool Show, Chicago. National Machine Tool Builders Association, 7901 West Park Dr., McLean, Va., 22101.

22-25. National Builders Hardware Exposition, Chicago. 1290 Avenue of Americas, New York, N.Y., 10019.

October 1974

6-11. Water Pollution Control Federation, Denver. 3900 Wisconsin Ave., N.W., Washington, D.C., 20016.

7-9. National Electronics Conference, Chicago. 1121 W. 22nd St., Suite 2, Oak Brook, Ill., 60521.

7-10. Packaging, Converting Machinery Show, Chicago. 2000 K St., N.W., Washington, D.C., 20006.

9-12. International Screen Print Association & Exhibition, Chicago. 150 S. Washington St., Falls Church, Va., 22046.

18-25. Southern Furniture Mart, High Point. P.O. Box 828, High Point, N.C., 27261.

20-24. Food & Dairy Expo '74, Dallas. 5530 Wisconsin Ave., N.W., Washington, D.C., 20015.

21-24. Metal Show Materials & Engineering Congress, Detroit. American Society for Metals, Metal Park, Ohio, 44073.

21-24. National Premium Show, Chicago. Hall Erickson Co., 7237 W. Lake St., River Forest, Ill., 60305.

27-30. National Frozen Food Convention & Exposition, New York City. 6750 Old York Road, Philadelphia, Pa., 19126.

31-Nov. 3. Business Equipment Show, Los Angeles. 60 E. 42nd St., New York, N.Y., 10017.

November 1974

10-14. Society of Exploration Geophysicists, Dallas. P.O. Box 3098, Tulsa, Okla., 74101.

11-14. National Hotel-Motel Exposition, New York City. 141 W. 51st St., New York, N.Y., 10019.

11-14. International Soft Drink Industry Exposition, Atlantic City. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y., 10017.

11-14. National Die Casting Exposition & Congress, Cleveland. Exposition Director, 1601 W. Lafayette St., Detroit, Mich., 48216.

17-21. AtomFair, Washington, D.C. 14 W. 40th St., New York, N.Y., 10018.

23-Dec. 1. Detroit Automobile Show. 6525 Lincoln Ave., Detroit, Mich., 48202.

December 1974

12-14. International Automotive Service Industries Show, Chicago. Hall Erickson Co., 7237 W. Lake St., River Forest, Ill., 60605.

U.S. Promotions Overseas

Trade Mission. Algeria, Morocco, Lebanon. Jan.-Feb. Coupled with a Seminar; designed to tap into an Agribusiness Equipment market of more than $50 million. Call 202-967-3904.

Electronic Components. Stockholm Trade Center. Jan. 29-Feb. 3. Scandinavian production of electronic equipment is projected to resume a strong growth pattern in the next four years. This will stimulate a substantial growth in imports of components, which in 1971 accounted for nearly three-fourths of the estimated $230 million component market in the four-country area. Call A. J. Beiring, 202-967-3838.

Industrial Electric Power Systems Exhibition. Milan Trade Center. Feb. 6-10. Market research projects that Italian industry will purchase $254 million worth of electrical power generating and related equipment during 1973. Expected government building projects along with increased construction of industrial plants, hospitals and petro-chemical plants will require inputs of electrical power generating systems. Call Noel Negretti, 202-967-4941.

Commercial Laundry and Dry Cleaning Equipment. Tokyo Trade Center. Feb. 12-17. Japan is one of the fastest growing markets in the world for laundry and dry cleaning equipment. Consumption will be almost $29 million in 1973. Imports are growing 20 percent a year. Demand is for large scale, high speed equipment. Call R. Miller, 202-967-4918.

Trade Mission. Ivory Coast, Zaire, Nigeria. Feb. 12-23. This mission is designed to take advantage of the great need and demand in these countries for Food Processing and Packaging Equipment. Call 202-967-3904.

Industrial Process Control — Analytical Instrumentation. Sydney Trade Center. March 5-9. Prospects for sale of U.S. process control equipment and related instrumentation are especially bright in Australia. Demand continues to be spurred by strong growth in the mineral processing, chemicals, electrical power and natural gas industries. Call J. Klingelhut, 202-967-5751.

Plastic Machinery and Instrumentation. Mexico City Trade Center. March 5-9. Mexico's growing plastics industry is a prime market for U.S. machinery. Imports of plastic production equipment in 1971 amounted to approximately $19.1 million, about 90 percent of total consumption for that year. Of this total, the U.S. captured 48.3 percent of the market. As for 1973, imports are presently forecast at $24 million with the U.S. share set at $14 million, about 56.9 percent of the market. Contact Fred Tower, 202-967-2963.

Metal Parts Production Equipment. U.S. Trade Center, Stockholm. March 5-9. Metalworking is Sweden's largest industry. In 1969, its output exceeded $6 billion, constituting more than one third of all industrial production. Call C. E. Walls, 202-967-4256.

Sales opportunities in 6 U.S. commercial exhibitions, 20 shows at the 10 U.S. Trade Centers, and 14 Trade Missions are being offered to present and potential U.S. exporters between now and June 1973.

Each Trade Center exhibition is limited to one particular line of products and centers are located in Bangkok, Buenos Aires, London, Milan, Mexico City, Frankfurt, Stockholm, Sydney, Tokyo, and Paris. For further information on the Trade Center shows described or for more facts on U.S. exhibitions, **write:** *Foreign Export Promotion, BIC-936, U.S. Department of Commerce, Washington, D.C. 20230.*

Trade missions are groups of U.S. businessmen organized to travel abroad promoting the export of U.S. goods and services made by their particular industry. **Write:** *Trade Missions, BIC-940, U.S. Department of Commerce, Washington, D.C. 20230.*

Industrialized Building Exhibition. Tokyo Trade Center. March 5-10. This exhibition is planned to capitalize on the Japanese Construction Ministry's current five-year home construction plan which calls for the construction of 9.5 million houses by 1976. Call Maurice A. Shea, 202-967-4511.

Data Communications Equipment Exhibition. Paris Trade Center. March 12-16. This exhibition will feature data transmission and storage computers, terminals, teleprinters, teletypewriters, message switching equipment, data multiplexing equipment, test and measurement instrumentation and sub-assemblies. The French market for data communications equipment is expanding at an annual rate of 50 percent. The United States now is the largest supplier. Call John Wolf, 202-967-4941.

Apparel Manufacturing Equipment. Milan Trade Center. March 12-16. A steadily expanding market, combined with an improving rate of exchange between the dollar and lira, provides American firms with a unique opportunity for sales of high technology, mass production garment-making equipment. With equipment purchases averaging $40 million yearly and an expanding economy, prospects for sales in the Italian market are bright. Call Don Johnson, 202-967-2795.

Japan Graphic Arts Show. Tokyo. March 16-19. Japan is a significant importer of printing, bookbinding and graphic arts equipment, purchasing in 1971 $45 million from overseas sources. Some $11 million came from the U.S. Market research indicates that 37 separate items in five principal categories have high sales potential in Japan. Call Robert Levine, 202-967-4705.

Railroad and Rapid Transit Equipment Trade Mission. Bangkok, Calcutta, Delhi, Madras. March. Designed to increase the approximately 25 percent U.S. share of this over $20 million Indian market. Call H. Socks, 202-967-3904.

Pollution Control Equipment Trade Mission. Taiwan, Thailand, Singapore. March. Emphasis is on manufacture, engineering, and technical consulting pertaining to systems in air, water, solid waste and sewage disposal. Call Larry C. Cozart, 202-967-2051.

Catalog Show and Trade Mission. United Kingdom, Netherlands, Norway. March. American Oil Equipment Manufacturers and Service Companies have an opportunity to show catalogs at the Offshore Scotland Exhibition in Aberdeen. Call Al Caya, 202-967-2120. An additional opportunity to explore the possibilities in North Sea Oil is open to 8 to 12 companies to join a Trade Mission to the United Kingdom. Netherlands and Norway. Call Stan Hays, 202-967-4927.

Trade Mission. Kuwait, UAE, Saudi Arabia. April 2-13. Rapidly increased oil revenues and governmental commitments to health services auger well for this Hospital-Medical Equipment Mission. Call L. Carteron, 202-967-2232.

Hotel and Restaurant Equipment Exhibition. Paris Trade Center. April 9-13. The market for this type of equipment in France is exceptionally strong. The expansion and modernization of hotels and catering establishments, including the provision of large volume and quick-service feeding facilities, continues to provide special investment incentives in this field. Imports still account for about one half of total sales. Call J. Gwaltney, 202-967-2888.

Electronics Test and Measuring Instruments. London Trade Center. April 9-13. Inflationary pressures in the United Kingdom have made cost effectiveness the principal consideration in the purchase of electrical-electronics measuring and test instruments. Call L. W. Swift, Jr., 202-967-4461.

Construction Equipment, Building Products, Logging, Forestry, Sawmill and Woodprocessing Equipment. Singapore. April 9-14. Call LoRee P. Silloway, 202-967-4858. Concomitantly, **Logging, Forestry, Sawmill and Woodprocessing Equipment Trade Mission,** beginning April 9-14 in Singapore (exhibition participation optional); moving to Indonesia, April 15-21; and Philippines. April 22-25. Call Larry Cozart, 202-967-2051.

Materials Handling Equipment. U.S. Trade Center, Stockholm. April 9-14. The Nordic markets for these products total an estimated $450 million of which imports supply one third. New programs are now planned to modernize and rationalize production, internal transportation packaging and storage operations. Call your nearest Department of Commerce Field Office.

Food Processing and Packaging Machinery and Equipment Trade Mission. USSR, Poland, Austria, Yugoslavia. April. These countries are good prospects for modern automated equipment, especially in the processing and packaging of meat for export and of speciality and convenience foods for the Hotel Industry. Membership will be limited to 12 firms. Call 202-967-3904.

Light Industrial Equipment for Mining and Construction Industries Trade Mission. Peru, Ecuador, Colombia. April. Oil and gas developments in these countries are expected to increase the market. Call 202-967-3904.

Metallurgy Equipment and Instrumentation Trade Mission. Mexico City, Monterrey, Quetetaro. April. Considerable investment is planned for the Las Truchas steel plant in northern Mexico. Call 202-967-3904.

Nor-Shipping '73. Oslo. May 9-15. The fourth international shipping exhibition offers U.S. companies an excellent opportunity to promote their products to Scandinavian users of shipbuilding, marine, cargo, and port equipment. Call A. J. Beiring, 202-967-3838.

Interpack '73. Duesseldorf. May 10-16. This is the largest specialized packaging exhibition in the world. Consumption of packaging machinery in West Germany reached $74 million in 1971, up 11.6 percent over 1970. Call W. S. Gaines, 202-967-4073.

Audio Visual Marketing and Training Aids, Sydney Trade Center. May 14-18. This show and seminar is aimed at a very promising market for imported audio-visual equipment and materials estimated at $6-7 million in 1972. Call Pat O'Connor, 202-967-2715.

Analytical Instruments for Science and Industry. Tokyo Trade Center. May 14-19. Japan is a $100 million market for analytical instruments for science and industry. Consumption is expected to rise 30 percent annually over the next few years. High sales potentials exist for a broad range of instruments and equipment. Call your nearest Department of Commerce Field Office.

Agriculture-Irrigation Equipment Trade Mission. Bombay, Chandigarh, Delhi, Lucknow, Hyderabad. May 14-25. This mission seeks to capitalize on the $35.9 million Indian market. Call 202-967-3904.

Minicomputers and Related Peripherals Exhibition. Milan Trade Center. May 15-19. The market for U.S. minicomputers is expanding at 30-40 percent annually, and is wide open. Sales are expected to reach $10 million in 1975. Italian EDP users are moving from large systems to smaller, specialized ones, and U.S. manufacturers should move now to establish themselves in this growing market. Equipment to be exhibited includes minicomputers and all EDP peripherals designed for use with minicomputers. Contact Don Johnson, 202-967-2795.

Microwave Equipment and Components. Frankfurt Trade Center. May 21-25. The German market for microwave products, currently at $65 million, is projected to expand sharply in the next decade, spurred by the development of radio relay, satellite, and waveguide systems, air traffic-control networks, and by rising outlays for defense and space research. U.S. made or designed equipment and components accounts for a leading share of the market with the sales outlook especially promising for items suitable for high frequency applications. Call Bill Gaines, 202-967-4073.

Pulp, Paper and Conversion Equipment. Mexico City Trade Center. May 21-25. Rapidly expanding pulp and paper industries form attractive sales targets in a nearby market. Call Jim Blow, 202-967-4311.

Trade Mission. Japan, Australia. May. Includes equipment and systems for industrial uses of natural gas. Call 202-967-3904.

Trade Mission. Saudi Arabia, UAE, Kuwait, Greece. May. These countries are anxious to better their airport facilities and are backed by ample hard currency revenues or international project loans. U.S. industry should have a competitive edge in marketing. Call 202-967-3904.

Design Engineering, Industrial Components and Subassemblies. Paris. June 2-8. The automotive, aerospace, construction, fabricated metal machinery and instruments industries will constitute the key buying audience for this show. The total French market for all type of U.S. design engineering parts and components is estimated at over $165 million. Call R. B. Wallace, 202-967-4508.

Trade Mission. Israel, Iran, Turkey. June 4-15. In order to capitalize on all three countries' commitments to improve the food sector production, distribution and overseas sales, this Food Processing and Packaging Mission is scheduled. Call 202-967-3904.

Data Transmission Equipment and Computer Terminals. Tokyo Trade Center. June 11-16. The anticipated opening of Nippon Telephone and Telegraph's circuits to data transmission this month is expected to stimulate new demands in Japan for data transmission equipment (and computer terminals). Sales of data transmission equipment in Japan in 1971 were estimated at $390 million, including imports from the U.S. of nearly $16 million. Call Ray Eiselt, 202-967-3846.

Materials Test and Quality Control Equipment. Milan Trade Center. June 12-16. Featured will be electrical, electronic and sophisticated mechanical equipment for testing and analyzing physical properties of industrial materials and for environment simulation testing. Italy is a good market for American-made testing equipment. The show will be promoted to a wide audience of buyers in Italian industry. Contact Robert Wallace, 202-967-4508.

Modern Merchandising Equipment. Paris Trade Center. June 18-22. France has developed one of the most advanced retailing systems in Europe, second only to West Germany in the proliferation of large self-service stores. Given the continuing construction, development, and success of American-style supermarkets, shopping centers, and smaller stores, the outlook for U.S. manufacturers of modern merchandising equipment is most promising. Call Samuel Spaulding, 202-967-3968.

Combined EDP and Business Equipment, and Industrial, Scientific, Test and Measuring Instruments Exhibition. Hong Kong. June 18-23. Exports of EDP and other advanced office equipment have risen from $581 million in 1962 to more than $2 billion in 1970. U.S. exports to Hong Kong of instruments in 1971 totaled $3.6 million. For EDP and Business Equipment participation call Tom Padgett, 202-967-4727. For Industrial, Scientific, Test and Measuring Instruments participation call Irvin Lloyd, 202-967-3783.

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Finance and Investment, BIC-286F, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-976, Washington, D.C. 20230, or from any Commerce Field Office.

UNITED KINGDOM — One of the largest British clearing banks with 3,400 branches throughout the United Kingdom has established a Special Trade Representative in New York to provide **investment services for American companies interested in exploring British operations.** These services include identification of firms in the U.K. interested in American links as well as provision of a broad range of information and services. Contact Andrew M. Kyd, Midland Bank Ltd., London Representative, European-American Banking Corp., 10 Hanover Square, New York, N.Y. 10005, (212-623-8354). P-72727.

SINGAPORE—The Government of Singapore is interested in discussing joint venture and licensing arrangements with American firms interested in **manufacturing facilities to serve Southeast Asia.** Sembawang Shipyard, originally a British naval dockyard converted to commercial use in 1968, is located in a settled industrial area some 15 miles from Singapore and offers a number of sites and services for industrial investment. The shipyard is managed by Swan Hunter International Ltd., but is wholly-owned by the Singapore Government. Sembawang is prepared to invest land, buildings, plant and equipment and to extend financing in joint venture or similar arrangements with U.S. firms establishing plants. With a large graving dock and five floating docks, Sembawang is also the largest berthing area in Southeast Asia. There are 26 traveling cranes from 3 to 30 tons lift capacity and a floating crane of 150-ton lift capacity. Buildings available are solidly constructed and equipped with overhead cranes and other equipment which may be retained or dispensed with at the option of the investor. Administrative services include financial and electronic data processing, personnel training, plant maintenance and laboratory analysis. Enginering back-up facilities include a foundry; machine, plate, jointers, electrical, pipe, refrigeration, engine and paint shops; smithery and forging; and welding and fabrication. A facility is available for testing high speed internal combustion engines up to 1,000 b.h.p. For details write R. E. Butler, Managing Director, Sembawang Shipyards (Pte) Ltd., Sembawang P.O. Box #3, Singapore 27 (Telex Semship RS 21345). P-72722.

VIET-NAM—Procurement program has been giving preference to local suppliers of consumables for Vietnamese armed forces. Program could reach $30 million in contracts in 1973. Local firms need **necessary technology to meet specifications;** opportunities for licensing, joint ventures. Investment center established to assist companies in implementing projects. Nguyen Dang Khoi, Investment Service Center, 100 Tu Do St., Saigon, South Viet-Nam. Further information available from Office of International Finance and Investment, BIC-286F, U.S. Department of Commerce, Washington, D.C. 20230. P-72724.

1011—THAILAND—Joint venture to develop **iron ore deposit claimed to exceed 100 million tons** proposed by Bangkok firm which exported 50,000 tons to Japan in 1970. Company has concession from government's Mineral Resources Dept. Needs capital, machinery, equipment and technical assistance. Takli Mining Co. Ltd., 99 Thai Niyom Bldg., Rajadamnern Ave., Bangkok. Attn: Kasem Rattanavadee, Managing Director. P-72725.

1474 — ETHIOPIA — Government seeks U.S. know-how, capital and equipment to **develop potash resources.** Investment estimated at $65 million, 70 percent in long-term government loans and 30 percent equity shared by consortium of Japanese, Indian, Israeli and Spanish corporations. U.S. investor share would be $2 million, payable over a three-year period. W. E. Stadtler, American Embassy Addis Ababa. P-72730.

2052, 2099—JAPAN—Company seeks licenses to **manufacture snack foods.** Operates six plants in Gifu Prefecture for manufacturing "ARARE" rice crackers. Reports annual sales of $29 million to retailing outlets. Has a wholly-owned trucking company to transport its production. Nobuo Nagatomi, Food Dept., Mitsubishi Shoji Kaisha, Ltd., Nagoya Branch, 88 Hiroi-cho, Nahamura-ku, Nagoya. WTD. P-72721.

2400 — ITALY — Seeks license for the manufacture of **wood-plastic composites (plastic impregnated wood),** preferably by the thermo-catalytic process. Technical assistance desired; willing to purchase patent rights. Plans to establish one or more industrial plants which would produce flooring materials. Established in 1969; acts as a contracting agent engaging in the building of gamma-ray radiation plants for scientific, industrial and agricultural use, and building of nuclear and electronic instruments. E.N.A. S.R.L., 17 Via Pio IX, 40017 San Giovanni in Persiceto (Bologna). WTD. P-72723.

2641 — TAIWAN — Manufacturing rights for **PVC electrical insulating tapes.** For domestic, export market. Seeks technical know-how, offers royalties. Is leading manufacturer of PVC tapes, polyethylene bags and polystyrene sheets. Sales are increasing; employs about 166. Asia Chemical Corp., P.O. Box 444, Taipei. WTD. P-72732.

2752—SWITZERLAND—Seeks exchange **of technology, possibly joint venture with U.S. firms engaged in printing of cardboard and paperboard packages.** Interested in development of new types of packages. Swiss firm specializes in design and production of fine lithographic and offset packages, labels and posters. Maintains extensive printing facilities. Established in 1708, company employs 350. Albert Klausfelder, Managing Director, Klausfelder SA, 1800 Vevey, Switzerland. WTD. P-72728.

2834 — SWITZERLAND — Licenses to manufacture **pharmaceutical specialties in the form of tablets, powders, capsules.** For treatment of skin diseases, multiple sclerosis. Also ovulation retarding, other hormone preparations and dietetic food specialties. Firm produces, distributes quality pharmaceuticals. Sales staff covers hospitals, physicians, pharmacies. W. Hettlinger, Agpharm AG, Postfach, 6002 Luzerne, Switzerland. WTD. P-72719.

3079 — GERMANY — Manufacturing rights for **plastic articles for the do-it-yourself market.** Particularly interested in new products. Presently produces plastic advertising novelties and household items. Allstar Verbrauchsguter GmbH & Co. KG, 6000 Frankfurt 70, Postfach 700280, Germany. WTD. P-72718.

3143 — MALTA — Established manufacturer of **men's shoes** seeks joint venture or licensing arrangement with U.S. footwear manufacturer. Offers up to 95 percent participation in equity and management. Established in 1944, plant has capacity for 1,200 pairs daily. Has five year income tax holiday on profits. Imports all raw materials in containers. Finished shoes would be re-exported in same containers. Cardona Leathergoods, Mriehel Ind. Estate, Valletta. P-72716.

3429, 3639—JAMAICA—Newly formed subsidiary seeks license or joint venture to manufacture **locks, hinges and electric water heaters.** Also seeks technical know-how and assistance in training local staff. Prepared to finance the machinery and equipment needed. Parent company presently produces windows, sliding doors, shower and glass enclosures (all of aluminum). Annual sales approximately $246,000. Michael Sharpe or Roy A. Thomas, Managing Directors, Atlantic Aluminum and Steel Ltd., Reading, Box 600, Montego Bay 2. WTD. P-72720.

3542 — FRANCE — Manufacturer of **hydraulic presses seeks joint venture to produce other lines of machinery.** Currently makes some 30 models of hydraulic presses and press brakes and assembles diesel powered electric generators. Has foundry capabilities; employs 100. Interested in joint marketing operation. Pierre Pasquet, President and General Manager, Societe Industrielle Mecanique d'Aquitaine S.A., rue Jean Mace, 24—Bergerac, France. WTD. P-72731.

3559 — FRANCE — Licensing rights for **sophisticated water treatment processes.** Firm is major manufacturer of inorganic bleaching compounds, other chemicals. Engaged in heavy construction in water and air treatment field. Operates 17 plants; has subsidiaries in Europe and Africa. Employs 1300. Michel Husson, Carbonisation Et Charbons Actifs CECA, 11 Ave. Morane Saulnier, 78-Velizy Villacoublay, France. WTD. P-72726.

3559 — SWITZERLAND — Water treatment division of major firm seeks licenses, technical collaboration in research and development. Particularly interested in **third and fourth stage of waste water or advanced water treatment.** Interests include processes such as reverse osmosis, oxidation, flocation, filtering, sludge recirculation. Would produce micro-strainers, systems for ricirculation of sludge, sedimentation and acceleration of sedimentation process. Currently firm manufactures diesel engines, compressors, filtration plants, pumps and equipment for nuclear power plants. Employs about 34,000; has worldwide operations. Office of International Finance and Investment, BIC-286F, U.S. Department of Commerce, Washington, D.C. 20230. WTD. P-72717.

3662 — UNITED KINGDOM — Manufacturing rights for newly developed **electrical or electronic flame, fume, smoke or heat detectors.** Would be used with industrial fire detector systems. Firm presently produces electrical and electronic alarm and control fire protection panels. C. Daffy, Sheldon Controls, Sheldon Engineering Works Ltd., Wells, Somerset BA5 2HJ, England. P-72715.

6531—AUSTRIA—Manufacturer of textured nylon yarn planning modern 50,000 square foot office building is interested in **leasing office space** (not less than 5,000 square foot parcels) to American companies planning to open offices in Austria. Proposed site is 15 minutes from the city center near the Austrian West express road. Special floor plans for prospective tenants will be considered. Kurt Landau, Manager, DEPA International A.G., A-1141 Vienna, Mitisgasse 9-11 (P.O. Box 4), Austria. P-72729.

Licensing In U.S.

For additional information on opportunities to manufacture foreign firm's products in the U.S., write Commerce's Office of International Finance and Investment, BIC-286-D, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2248) referring to the appropriate file number.

UNITED KINGDOM — A manufacturer of plant equipment and specialist in electroplating equipment processes is interested in having its **automatic plating equipment** manufactured under license by an American company. **File 2299**

NETHERLANDS—A company seeks a U.S. firm to produce under license its **special bottle cap** which permits measured doses to be extracted from bottles. The cap, which has a piston-cylinder assembly, is made of polyethylene and polypropylene. **File 2300**

NETHERLANDS — A medium-sized building materials manufacturer is interested in a joint venture or licensing arrangement for production of its **autoclaved aerated concrete,** known as gas-concrete. **File 2301**

SWITZERLAND—A company seeks U.S. firm to produce a LEGO-like **plastic building game** which the company claims is especially suitable for older children. **File 2302**

SWITZERLAND — A chemical specialty company is offering for production under license a patented device which, attached to pneumatic tools, **injects an automatically controlled quantity of lubricating, cleansing and defrosting agents** into the hoses. These agents are carried through the hoses by compressed air. The defrosting agents assure trouble-free operation even at —20 degrees F. **File 2303**

SWITZERLAND—A small- to medium-sized company offers licenses for U.S. production of its novel **household cleaning brushs,** including a lint remover on which patent is pending. Also included: brushes for rug, upholstery cleaning. **File 2304**

SWITZERLAND — A highly specialized company in the field of process controls for paper machines offers licnses for the following **devices used in the paper industry:** A device for the *extraction of water from acqueous solutions* up to 8 percent stock consistency for measuring purposes before or after bleaching for mechanical wood pulp. Different types are available for installation in pipe conduits or in stock tanks, bleaching towers and pulp cooking vessels; A *regulating unit for the control of the continuous web or wet and dry felt belts* used in the pulp and paper industry. It is a maintenance-free device especially designed for the high requirements of this field. The position of the running belt is measured by a sensing head which transmits the data to the regulating unit for the necessary adjustments; An *electronically-controlled automatic felt tension unit* for automatic adjustment of the felt belt tension; A *paper tension control unit* to avoid breaks of the paper in fast operating paper machines. Breaks mainly result from inaccurate tension or excessive movements of the paper running over the cylinders of the machine. The RETEC unit uses a digital calculator with computer characteristics and feeds the necessary adjustments into the drive motor. It can be installed on all existing paper machines without any special adaptions within two hours. **File 2305**

U.K. Offers Additional Incentives To U.S. Investors

The British Government is now offering additional investment incentives to American manufacturers, including grants for regional development, interest relief, rent concessions, loans and tax allowances. Separate incentives also are provided for Northern Ireland, including capital grants toward expenditure on equipment, as well as tax allowances.

For copies of a booklet entitled *Get Ahead in Britain—The Facts* and detailed information on new investment incentives in the U.K., write: Donald Mathers, British Embassy, Commercial Dept., 3100 Massachusetts Ave., NW., Washington, D.C. 20008. P-72733

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, BIC-831, and units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U. S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) means that additional information may be borrowed by U.S. firms from the individual division of BDC. Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-976, Washington, D.C. 20230.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Fisheries

09120—ITALY—Finfish, frozen. Product urgently needed; any type finfish acceptable; also frozen squid. Unione Rappresentanze S.R.L. (I, A, D), Via Dante 2/104—Palazzo Nuova Borsa, 16121 Genoa. WTD in prep.

09190—THAILAND—Sponge seedlings, high quality, for cultivation in seawater. Requests c.i.f. Bangkok prices, literature. Mr. A. Forbes, c/o Conncell Bros. Co., (Hong Kong Ltd.), (I, D), Nai Lert Bldg., 87 Sukhumvit Rd., P.O. Box 1543, Bangkok. WTD in prep.

Small arms

19512—GERMANY—Small arms, sporting weapons, f.o.b. Bremen; by airfreight to Frankfurt/Main airport. Direct purchase & agency. Helmut Hofmann, Waffen-und Munitionsgrosshandlung (A, D, exporter), D-8744 Mellrichstadt, Postfach 38. WTD 11/72.

Small arms ammunition

19610—GERMANY—Small arms ammunition, f.o.b. Bremen; by airfreight to Frankfurt/Main airport. Direct purchase & agency. Helmut Hofmann, Waffen-und Munitionsgrosshandlung (A, D, exporter), D-8744 Mellrichstadt, Postfach 38. WTD 11/72.

Canning, preserving foods

20323—SWITZERLAND—Canned, vegetarian style beans, other canned food specialties, dietetic preparations, for health food trade. Egli & Co. (I, D), Baslerstr. 106, Ch-8048 Zurich. WTD in prep.

20332 — SWITZERLAND — Canned organic, macrobiotic type vegetables, for health food trade. Egli & Co. (I, D), Baslerstr. 106, Ch-8048 Zurich. WTD in prep.

20334 — CYPRUS — Tinned prune juice. Quote c.i.f. Cyprus. Direct purchase & agency. Lambis G. Constantinides Ltd. (I, A, D), 1 Timocharous St., P.O. Box 1586, Nicosia. WTD 10/71.

20334—SWITZERLAND—Canned fruit, juices of organic, macrobiotic growth, for health food trade. Egli & Co. (I, D), Baslerstr. 106, Ch-8048 Zurich. WTD in prep.

20338 — GERMANY — Jams, jellies, preserves. Integral GmbH & Co. KG, Attn: Herr G. Hagemann (I, A), 415 Krefeld, Uerdinger Str. 1. WTD 12/71. Tanks of 30,000 liters capacity are available for storage of these bulk purchases. Firm is only interested in buying from U.S. manufacturers, and only in bulk (firm does its own consumer packaging).

20338—SWITZERLAND—Natural fruit jams, organic preserves, dietetic jams, for health food trade. Egli & Co. (I, D), Baslerstr. 106, Ch-8048 Zurich. WTD in prep.

20341 — CYPRUS — Dried prunes in one lb. and half lb. transparent bags and/or carton packages. Quote c.i.f. Cyprus. Direct purchase & agency. Lambis G. Constantinides Ltd. (I, A, D), 1 Timocharous St., P.O. Box 1586, Nicosia. WTD 10/71.

20341 — SWITZERLAND — Dried, dehydrated big size apricots, bulk, dried vegetables, for health food trade. Egli & Co. (I, D), Baslerstr. 106, Ch-8048 Zurich. WTD in prep.

20361—FRANCE—Frozen packaged fish—tuna: entire fish, fish without guts or fish without head: "hyelophile," white, albacore, "siejac ventre raye" weight: 25-30 kg each; quantity: 750 m.t. Erika International Corp. S.A. (I, D, exporter), 468 Rue Guynemer, 31200 Toulouse. WTD in 9/72.

20371—ICELAND—Frozen orange juice concentrate. Mjolkursamsalan (I, D, R), Laugavegur 162, Reykjavik. WTD in prep.

Grain mill products

20411 — BAHAMAS — Hard-spring wheat flour for bread in fifty and one hundred pound bags made of cotton. Milo B. Butler & Sons, Attn: Franklyn Butler (I, R, D), P.O. Box N-712, Nassau. WTD 11/71.

20430—SWITZERLAND—Packaged cereals, breakfast foods, both ready to serve or to be cooked before serving, for health food trade. Egli & Co. (I. D), Baslerstr. 106, Ch-8048 Zurich. WTD in prep.

Confectionery

20730 — ZAIRE — Chewing gum. Gum Benatar & Freres (I, D), B.P. 381, Lubumbashi. WTD in prep.

Beverage industries

20853—JAPAN—Whiskey. International Transaction Services Co., Inc. (Kokusai Koryu Service K.K.) (I, mail services), 1-11 Misakicho 3-Chome, Chiyoda-Ku, Tokyo. WTD in prep.

Food preparations

20922 — SWITZERLAND — Soy flour, grits, soy bean meat substitutes, other soy products for health food trade. Egli & Co. (I, D), Baslerstr. 106, Ch-8048 Zurich. WTD in prep.

20999—SWITZERLAND—Natural pure comb honey, liquid, solid seasonings, bread jams, packaged tea, other specialties for health food trade. Egli & Co. (I, D), Baslerstr. 106, Ch-8048 Zurich. WTD in prep.

Broad woven fabric mills, cotton

22110—GERMANY—Bed spreads quilted patchwork or patchwork print. Requests offers as soon as possible. Marktex KG. (I, D), 6242 Kronberg, AM Auernberg 2. WTD in prep.

22114 — JAPAN — Bath, hand, & face towels; high quality 100% cotton. Prefers deal directly with U.S. mfr. & act as exclusive Japanese importer. Sankyo Seiko Co., Ltd., Tokyo Branch (I, D, M), 5, Tomizawacho, Nihonbashi, Chuo-ku, Tokyo. Attn: Mr. Masahiko Abe. WTD 6/72.

Knitting mills, products

22562—SWITZERLAND—Ladies under-wear, items comparable with Playtex and Triumph intl. lines or equal. Direct purchase & agency. Venacom SA (I, A, D), 20 Ave. des Figuiers, 1000 Lausanne. WTD 6/72.

Floor covering mills, products

22710 — FRANCE — Bath mats, woven textile fiber. Direct purchase & agency. Ets. Rene Laffont S.A. (I, D), 22 Bis, Rue Stendhal, 75020 Paris. WTD in prep.

22710 — JAPAN — Carpets and rugs, woven, chiefly wool pile yarn. Mitsui Leasing & Development, Ltd. (leasing company), 1-18-21 Shinbashi, Minato-ku, Tokyo. WTD in prep.

22720 — JAPAN — Carpets, rugs; tufted. Mitsui Leasing & Development, Ltd. (leasing company), 1-18-21 Shinbashi, Minato-ku, Tokyo. WTD in prep.

Textile goods

22950—GERMANY—Material similar to Corfam, or equal, for production of watch straps. Lewa Lederwarenfabrik GmbH (M), D-7336 Uhingen/fils, Kreis Goeppingen, Baden Wuerttemberg. WTD 10/72.

22952 — JAMAICA — Ready-made vinyl liners for lining entire swimming pools and vinyl covers, tent-shaped, for enclosing swimming pools. Covers are translucent and held up by air pressure. Request brochures on various sizes of liner and covers. Quotations c.i.f. Kingston. A. W. Lyon (I), 3A Paisley Ave., Kingston 5. WTD 11/72.

Men's, youths', boys' suits, coats, overcoats

23111 — JAPAN — Men's suits and coats, wool, polyester, or other synthetic fiber, melton or double knits. Best International, Div. of Commercial Development Co., Ltd. (I, A, D), Imperial Hotel Annex, 1-1 Uchisaiwai-cho 1-Chome, Chiyoda-ku, Tokyo 100. WTD in prep.

Men's, youths', boys' furnishings, work clothing

23210—ZAIRE—Mens/boys shirts. Gum Benatar & Freres (I, D), B.P. 381, Lubumbashi. WTD in prep.

23271 — FRANCE — Men's, boys' trousers (jeans). Gogec (D), 7, Rue Trachel, 06000 Nice. WTD in prep.

23292 — JAPAN — Men's & boys' outerwear made from knit fabric. Best International, Div. of Commercial Development Co., Ltd. (I, A, D), Imperial Hotel Annex, 1-1 Uchisaiwai-cho 1-Chome, Chiyoda-ku, Tokyo 100. WTD in prep.

Hats, caps, millinery

23521 — NIGERIA — Two hundred and fifty panama hats of medium quality with hat band ribbons with equal sized horizontal strips of green, white and green. Green should approximate Nigerian flag color. Range of sizes will be specified when order placed. Henry A. Johnson, Committee Member, All Africa Games Ceremonial Committee, 19 Razag Balogun St., Surulere, Lagos. Committee urgently seeks price quotations, as well as sample by air prior to confirmation of order. Eventual order must be air freighted to arrive Lagos prior to Jan 7, 1973 for Africa Games ceremonies. All Africa Games Ceremonial Committee is supported and financed by Federal Military Government of Nigeria.

Fabricated textile products

23928 — JAPAN — Cotton bed sheetings and pillow cases, specifically printed with color patterns. Requires offers before Christmas. Shin Nihon Tsusho Co., Ltd. (R), Nihonbashi Asahi Seimei Bldg., 2 Tori 2-Chome, Nihonbashi, Chuo-ku, Tokyo. WTD in prep.

23910—JAPAN—Draperies. K. K. Calvin, Attn: Nakajima (I), 688-1 Hanezawa, Kanagawa-ku, Yokohama. WTD in prep.

23910—JAPAN—Curtains, high quality. Prefers deal directly with U.S. mfr. & act as exclusive Japanese importer. Sankyo Seiko Co., Ltd. Tokyo Branch (I, D, M), 5, Tomizawacho, Nihonbashi, Chuo-ku, Tokyo. WTD 6/72.

Millwork, veneer, plywood, prefabricated structural wood items

24332 — GERMANY — Roof trusses for prefabricated and precut buildings. MS-Handel Manfred Schierling, Attn: Herr Gausmann (I, D), 43 Essen, Schwarze Str. 13. WTD in prep.

Household furniture

25112—JAPAN—Living room furniture such as telephone stands, mirror stands, floor stands, and ash tray stands. Nippon Kigyo Trading Corp. (I, exporter), 6, 4-Chome, Tokugawa-cho, Higashi-ku, Nagoya. WTD 9/71.

25113—JAPAN—Dining room & living room furniture sets, wood. K. K. Calvin, Attn: Nakajima (I), 688-1 Hanezawa, Kanagawa-ku, Yokohama. WTD in prep.

25121 — JAPAN — Furniture; upholstered, wood, household traditional and modern. Mitsui Leasing & Development, Ltd. (leasing company), 1-18-21 Shinbashi, Minato-ku, Tokyo. WTD in prep.

Public building, related furniture

25310 — JAPAN — Furniture; institutional, office, restaurant. Mitsui Leasing & Development, Ltd. (leasing company), 1-18-21 Shinbashi, Minato-ku, Tokyo. WTD in prep.

Pulp mills, products

26112 — GERMANY — 15,000 metric tons bleached softwood sulphate pulp (90 ge); 5,000 metric tons bleached hardwood sulphate pulp; 10,000 metric tons semi-bleached softwood sulphate pulp (72 ge); 4,000 metric tons bleached birch sulphate pulp (92 ge); 2,000 metric tons bleached groundwood 75 and 80 ge. Ekman & Co. GmbH, contact: Herr Olle Jarlmann (A, I), 4 Dusseldorf, Lindemannstr. 23. WTD 11/71.

Paper mills

26213 — GERMANY — 4-5,000 metric tons woodfree and woodcontaining machine coated printing paper 70 grs/sq.m. and up in different sizes and reel widths; 2-3 metric tons s.c. wood containing white printing and writing paper 60 grs/sq.m. and up in different sizes and reel widths. Ekman & Co. GmbH, contact: Herr Olle Jarlmann (A, I), 4 Duesseldorf, Lindemannstr. 23. WTD 11/71.

26216 — GERMANY — 2,000 metric tons mat, woodfree white typewriting paper, 70 and 80 grs/sq.m., sizes 43 x 61 and 61 x 86 cms; 3-4,000 metric tons mat, woodfree white paper for continous forms, 70 and 80 grs/sq.m., in different reel widths; 3-4,000 metric tons s.c. woodfree white writing paper, 70 and 80 grs/sq.m. in sizes, and also 60 and 70 grs/sq.m. in different reel widths for exercise books. Ekman & Co. GmbH, contact: Herr Olle Jarlmann (A, I), 4 Dusseldorf, Lindemannstr. 23. WTD 11/71.

26217 — ITALY — Kraft liner for corrugated paperboard packaging industry. Siver Spa (I, D, M), Via Walter Manzone 200, 13100 Vercelli. WTD 7/72.

Paperboard mills, products

26311 — GERMANY — 10,000 metric tons fluting (corrugated medium) in reels. Ekman & Co. GmbH, contact: Herr Olle Jarlmann (A, I), 4 Dusseldorf, Lindemannstr. 23. WTD 11/71.

26315 — GERMANY — 10-15,000 metric tons brown kraft liner in reels. Ekman & Co. GmbH, Contact: Herr Olle Jarlmann (A, I), 4 Dusseldorf, Lindemannstr. 23. WTD 11/71.

Converted paper, paperboard items

26411—GERMANY—3-4,000 metric tons white and colored duplex and imitation chromo-board in sizes and reels. Ekman & Co. GmbH, contact: Herr Olle Jarlmann (A, I,) 4 Dusseldorf, Lindemannstr. 23. WTD 11/71.

26440—JAPAN—Wallpaper, high quality and textile backing type. Prefers deal directly with U.S. manufacturer and act as exclusive Japanese importers. Sankyo Seiko Co., Ltd. Tokyo Branch (I, D, M), Tomizawacho, Nihonbashi, Chuo-Ku, Tokyo. Attn: Mr. Masahiko Abe. WTD 6/72.

26451—GREECE—Office supplies. Catalogs, descriptive material, quotations requested. Direct purchase and agency. G. & D. Spondylidis (I, A, D), 24 Megalou Alexandrou St., Thessaloniki. WTD 9/72.

26470—NORWAY—Toilet seat covers of paper, disposable. Requests offers as soon as possible. Norsk Mera A/S (I, R), Observatoriegaten 25, Oslo 2. WTD in prep.

Building paper, building board mills

26610—ISRAEL—Wall sidings, a prefabricated building material made of impregnated cardboard and aluminum, to imitate shapes of bricks, tiles or stone material, used for exteriors of small, villa-type housing. Economics Office of Development & Building Ltd. (builder), 82 K.K.L. St., Beer-Sheva. WTD in prep.

Industrial chemicals

28184—COLOMBIA—Synthetic organic agricultural chemicals—urea; quantities required: 10,000 to 20,000 metric tons. Sub-Gerent, Departamento de Provision Agricola, Caja de Credito Agraria Industrial y Minero. (I, D, bank, savings, financing activities), Calle 15 No. 8-32, Bogota. WTD 5/72. Products urgently needed. Entity should be informed as soon as possible regarding availability and soonest time of delivery.

28197—COLOMBIA—Potassium chloride, quantities required: 10,000 to 20,000 metric tons. Sub-Gerent, Departamento de Provision Agricola, Caja de Credito Agraria Industrial y Minero. (I, D, bank, savings, financing activities), Calle 15 No. 8-32, Bogota. WTD 5/72. Products urgently needed. Entity should be informed as soon as possible regarding availability and soonest time of delivery.

28199—TAIWAN—Lead stearate; barium stearate; dibasic lead stearate; tribasic lead stearate. Requests immediate replies for bidding on government tender. Dragon Gate Trading Co., Ltd. (I, A), 294 Fo Ho Rd., Yung Ho, Taipei Hsien (234). WTD in prep.

Synthetic materials

28212—JAMAICA—Plastic sheeting on rolls, 72 in. wide, in plain and patterns for manufacturing shower curtains. Samples, quotations c.i.f. Kingston requested. Drapery Hardware & Accessories Ltd. (I, R, M), 4 Premier Plaza, Kingston 10. WTD 8/71.

28213—SWITZERLAND—Acrylate Resin solution 70-T. Ph. Stehelin & Cie., AG (I, D), Spalentorweg 62, 4000 Basel 3. WTD in prep.

Drugs

28332 — TAIWAN — American ginseng. Wei Min Union Trading Co., Ltd. (I, D, R), 7, Lane 125, I-Tung St., Taipei (104). WTD in prep.

28342 — SWITZERLAND — Nonprescription patent medicines acting on nervous system and sense organs for human use. Direct purchase & agency. Venacom SA (I, A, D), 20 Ave. des Figuiers, 1000 Lausanne. WTD 6/72.

28347 — SWITZERLAND — Vitamin creams, capsules for human use. Direct purchase & agency. Anti-Stress AG (I, A, D), 8640 Rapperswil. Attn: Dr. L. Burgerstein. WTD in prep.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28430—GERMANY — New pharmaceutical and cosmetic preparations which can be sold in Germany without restrictions. Pharmawerk Schmieden GmbH (M; exporter/importer), 25 Friedrichstrasse, D-7012 Schmiden near Stuttgart. WTD 11/72.

28445—SWITZERLAND — Quality cosmetics, mainly skin care specialities. Direct purchase & agency. Venacom SA (I, A, D), 20 Ave. des Figuiers, 1000 Lausanne. WTD 6/72.

Agricultural chemicals

●28700—COLOMBIA—Ammonium phosphates (18-46-0) and triple superphosphate, 10-20,000 m.t.; urea, 10-20,000 tons; potassium chloride, 10-20,000 tons; composite or mixed fertilizers, in compositions of (1-1-0), (1-2-1), (1-2-2) and other mixtures containing a minimum of 35 units, 5-25,000 tons. No information as to packaging instructions, bagged or bulk. Tender No. P00010. No bid deadline indicated. Bids should be submitted to Sub-Gerente, Departmento De Provison Agricola, Caja De Credito Agrario Industrial Y Minero, Calle 15 No. 8-32, Bogota. Information should be sent to the above address as soon as possible regarding the availability of items and the earliest shipping date. No tender documents or specifications submitted.

28710—TUNISIA—500 tons potassium sulfate at 52%; 1,000 tons ammonium nitrates at 33.5%; 100 tons ammonium sulfate; 50 tons cuprous super D; 500 tons parathion 1%. V & R Suied, 34 Rue Sidi El-Adjami, Tunis. Requests immediate replies in French including price, delivery quotations. U.S. firms may wish to cable following YACOVIC—Tunis, also informing Embassy of the United States, Attn: Commercial Officer, T-17, 144 Ave. de la Liberte, Tunis.

28711—COLOMBIA — Fertilizer materials: ammonium phosphates (nitrogen-phosphorus combination, 18 P/C and 46 P/: :(03:58;3)6). Triple superphosphate, quantities required: 10,000 to 20,000 metric tons. Sub-Gerente, Departamento de Provision Agricola, Caja de Credito Agraria Industrial y Minero (I, D, banks, savings, financing activities), Calle 15 No. 8-32, Bogota. WTD 5/72. Products urgently needed. Entity should be informed as soon as possible regarding availability and soonest time of delivery.

28711 — GERMANY — Superphosphate, phosphatic fertilizer materials; shiploads up to 10,000 tons, prices: c.i.f. European ports. Unitrade, Aussenhandelsgesellschaft MbH (I, D), 5 Koeln Qn Breite Str. 116. WTD in prep.

28712—COLOMBIA — Mixed fertilizers (complete mixtures), grades guaranteeing NPK; 1.2.2., and 1.2.1. ratios; other mixtures containing minimum combination of 35 units. Quantities required: 5,000 to 25,000 metric tons. Sub-Gerente, Departamento de Provision Agricola, Caja de Credito Agraria Industrial y Minero. (I, D, bank, savings, financing activities), Calle 15 No. 8-32, Bogota. WTD 5/72. Products urgently needed. Entity should be informed as soon as possible regarding availability and soonest time of delivery.

Petroleum refining

29110—UNITED KINGDOM—Base lubricating oils. Walkers (Century Oils) Ltd. (M, D, I), P.O. Box 2, Century Works, Hanley, Stoke-on-Trent St 1 5 Hu. WTD in prep.

Paving, roofing materials

29522—GERMANY—Roof coatings; fibrous, nonfibrous. MS-Handel Manfred Schierling, Attn: Herr Gausmann (I, D), 43 Essen, Schwarze Str. 13. WTD in prep.

29523—ISRAEL—Roof shingles of impregnated bitumen for building industry. Economics Office of Development & Building Ltd. (builder), 82 K.K.L. St., Beer-Sheva. WTD in prep.

Tires, tubes

30111—ICELAND—Passenger car tire seconds or defective appearance tires. Bjolbardasalan (I, D, R, tire repairs), P.O. Box 5169, Reykjavik. WTD in prep.

30112—ICELAND—Bus and truck tire seconds or defective appearance tires. Bjolbardasalan (I, D, R, tire repairs), P.O. Box 5169, Reykjavik, WTD in prep.

Plastic products

30791—GERMANY — Transparent air-filled plastic bubble packaging cushioning foil. Direct purchase & agency. Brandt, Willig & Co. Attn: Mr. Petereit (I, export transit), 2 Hamburg 11, Grosser Burstah 36-38. WTD in prep.

30798—NORWAY—Dispensers for paper toilet seat covers. Requests offers as soon as possible. Norsk Mera A/S (I, R), Observatoriegaten 25, Oslo 2. WTD in prep.

Leather tanning, finishing

31110—GERMANY—Leather for use in garment, shoe, and leather product industries. Direct purchase & agency. Louis Schweizer KG. (M, exporter/importer), P.O. Box 1109, D7 7157 Murrhardt, Baden-Wuerttemberg. WTD 11/72.

Flat glass

32114—SWITZERLAND—Non-reflecting flat glass, for picture matboards, car dashboards, etc. Ulmann & Co. (I, D), Grubenstr. 18, Ch-8045 Zurich. WTD in prep.

Glass, glassware

32293—JAMAICA — Non-corroding fiber glass material. Request information concerning resins and catalyst for use with various corrosive materials, also sample of fiber glass cloth. Quotations c.i.f. Kingston. A. W. Lyon (I), 3A Paisley Ave., Kingston 5. WTD 11/72.

Pottery, related products

32610—FRANCE—Bathroom accessories. Direct purchase & agency. Ets. Rene Laffont S.A. (I, D), 22 Bis. Rue Stendhal, 75020 Paris. WTD in prep.

32620—JAMAICA — Biscuit (semi-vitreous white bodied baked clay) plates in 10", 8", 6" sizes and teacups and saucers of biscuit; all in hotel and domestic weight. Biscuit items to be decorated locally. Quotations c.i.f. Kingston requested. Things Jamaican Ltd., Attn: Alan D. Oak (I, M), WTD 8/71.

32690—GERMANY—Technical and industrial pottery to be used by electronic industry. C.i.f. and f.o.b. Direct purchase & agency. E. A. Giessen KG, Attn: Herr Herdieckerhoff. (A, D), D-8000 Muenchen 50, Ernst-Haeckel-Strasse 18. WTD 11/72.

Concrete, gypsum, plaster products

32722—GERMANY — Precast concrete products for roofs, floors. MS-Handel Manfred Schierling, Attn: Herr Gausmann (I, D), 43 Essen, Schwarze Str. 13. WTD in prep.

Cut stone products

32811—JAPAN—Granite in rough block to be used for monuments, building materials. Yasuda & Co., Inc. (I, exporter), 22 Sugimura-cho 7-Chome, Kita-ku, Nagoya. WTD 5/72.

Abrasive, asbestos, nonmetallic mineral products

32924 — GERMANY — Asbestos-cement shingles, roofing. MS-Handel Manfred Schierling, Attn: Herr Gausmann (I, D), 43 Essen, Schwarze Strasse 13. WTD in prep.

32925—GERMANY—Asphalt floor tile. MS-Handel Manfred Schierling, Attn: Herr Gausmann (I, D), 43 Essen, Schwarze Strasse 13. WTD in prep.

32927—GERMANY—Asbestos felts. MS-Handel Manfred Schierling, Attn: Herr Gausmann (I, D), 43 Essen, Schwarze Str. 13. WTD in prep.

32933—GERMANY — Insulation materials. MS-Handel Manfred Schierling, Attn: Herr Gausmann (I, D), 43 Essen, Schwarze Str. 13. WTD in prep.

Steel mill products

●33100—THAILAND—Zinc-coated steel wire strand; 78 km. of 5/16 inch strand, 8 km. of ⅜ inch strand, 35 km. of ½ inch strand. Tender No. ADB-MEA-016 from the Metropolitan Electricity Authority, Bangkok, Thailand. Bid deadline is Jan. 4. Copy of tender document available from Iron and Steel Program, BDC-786, U.S. Department of Commerce, Washington, D.C., 20230, ★(202-967-2613).

33125 — NEW ZEALAND — Steel wire suitable for manufacture mattress springs. Present usage 14 and 17 gauge to tensile strength between 100-110 lbs p.s.i., British standard specification 1408/1947 NE49B. Arthur Ellis & Co. Ltd., Attn: B. J. Ball (M), Private Bag, Dunedin. WTD 3/72.

33129—GERMANY—Semi-finished products and parts of high-grade steel and special steel to be used by electronic industry. C.i.f. and f.o.b. E. A. Giessen KG, Contact: Herr Herdieckerhoff (A, D), D-8000 Muenchen 50, Ernst-Haeckel-Strasse 18. WTD 11/72.

33134 — BRAZIL — Specialty steels for fabricating top quality industrial files. Librasa Metalurgica Limas do Brasil S.A. (M), Avenida Presidente Vargas 50, Grup 305/307, 20000 Rio de Janeiro ZC-00 Guanabara. WTD 11/72. Production by Librasa not yet underway but firm inviting proposals.

Rolling, drawing, extruding of nonferrous metals

33560—GERMANY—Semi-finished parts and products of special metals (tantalum, tungsten, titanium, beryllium, etc.) to be used by electronic industry. C.i.f. and f.o.b. Direct purchase & agency. E. A. Giessen KG Attn: Herr Herdieckerhoff (A, D), D-8000 Muenchen 50, Ernst-Haeckel-Strasse 18. WTD 11/72.

Metal cans

34110—BRAZIL—Aluminum cans "quick open" system for sardines. Industrias Alimenticias Beira Alta S/A Attn. A. B. Galvao, Dir. (I, D, M), Avenida Brasil 13000—Rua A S/N.O Caixa Postal 21064 ZC-05, 20000 Rio de Janeiro, GB. WTD 10/72.

Cutlery, hand tools, general hardware

34211 — GERMANY — Hedge shears, Spear & Jackson (Tools) Ltd., Attn: Herr Leyerle (D, I), 4006 Erkrath-Unterbach, Mittelstr. 25. WTD in prep.

34231 — GERMANY — Vises. Spear & Jackson (Tools) Ltd., Attn: Herr Leyerle (D, I), 4006 Erkrath-Unterbach, Mittelstr. 25. WTD in prep.

34233—JAMAICA—All types of garden tools including hedge clippers, shovels, forks, rakes, spades, files, scissors. Catalogs, quotations c.i.f. Kingston requested. Aiken's Clay Works Ltd. (D, M), 16 Tarrant Dr., Kingston 10. WTD in prep.

34250—GERMANY—Hand saws, blades; hatchets; hand sickles; spades, forks. Spear & Jackson (Tools) Ltd., Contact: Herr Leyerle (D, I), 4006 Erkrath-Unterbach, Mittelstr. 25. WTD in prep.

Heating apparatus, plumbing fixtures

34336—GERMANY—Heater and ventilator units. Novatherm, Klimageraete GmbH, Attn: Herr Heymann (I, D), 4035 Breitscheid, Alte Koelner Str. 41. WTD 6/72.

Fabricated structural metal products

34492 — CZECHOSLOVAKIA — Sandwich panels. Research Institute of Metal Industry (research institute), Ing. Milan Bajer, Presov. Sidlisko III.

34492—ISRAEL—Fully automated, complete garage units for parking 600 cars with minimum attendance; initial immediate purchase two/three units. Requests immediate replies. Ayalon Highways Co. Ltd. Shalom Tower, 9 Ahad Ha'am St., Tel Aviv. WTD in prep.

Farm machinery

35228—GREECE—Complete piggery installations, equipment. Brochures, descriptive material, quotations requested. Evanghelos Passias (M), 18 Frangon St., Thessaloniki. WTD in prep. Would prefer package deal for complete modern piggery and technical assistance.

Construction, mining, materials handling machinery, equipment

●35300—BURMA—26-wheel type front end loaders with log loading equipment. Contact: Asst. Gen. Manager (Engineering), Timber Corp., Ahlone, Rangoon. Bid CPA. 1(T) TTS-TC/72-73. Deadline February 5.

35316—TAIWAN—Truck mixers (200 hp, 100 cc, conventional type truck operation by one lever, batch capacity 4 m 3). Requests immediate replies for bidding on government tender. Dragon Gate Trading Co., Ltd. (I, A), 294 Fo Ho Road, Yung Ho, Taipei Hsien (234). WTD in prep.

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by U.S. Commercial Officers overseas.

28199 — TAIWAN — Lead stearate; barium stearate; dibasic lead stearate; tribasic lead stearate. Firm hopes to complete agency arrangements within two months. Chian Yi Enterprise Co., Ltd., (I, D, exporter), P.O. Box 58863, Taipei. WTD in prep.

36930 — UNITED KINGDOM — Medical electronic diagnostic equipment. Nuclear Enterprises Ltd. (M, D, R), Sighthill, Edinburgh EH 11 4EY, Scotland. WTD in prep.

35361 — TUNISIA — Elevated hoisting equipment to handle concrete pipe to maximum 20 tons on elevated track covering distances maximum 1000 ft.; smaller interior hoists also needed. Embassy of the United States of America, Attn: Commercial Officer, 144 Ave. de la Liberte, Tunis.

35370 — TAIWAN — Pick-up (155 hqmn gasoline engine, 125 kph, 4 wheel drive); truck (180 hp, diesel engine, 4 x 2 wheel, 80 kph capacity 8 tons & 5 m3); dump-truck (180 hp, diesel engine, 40 kph, capacity 15 tons & 8 m3); tractor & trailers (50 tons truck tractor with semi-trailer, 6 x 4 drive). Requests immediate replies for bidding on government tender. Dragon Gate Trading Cogon Ltd. (I, A), 294 Fo Ho Rd., Yung Ho, Taipei Hsien (234). WTD in prep.

Metalworking machinery

35410—ISRAEL—Automatic machine related equipment for manufacture of key blanks. Wishes to expand production by modernizing existing machinery. M. Anolik (M, I, D), P.O. Box 5078, Tel Aviv. WTD in prep.

35410 — NIGERIA — Product literature and quotation for medium-volume commercial gem cutting and polishing equipment for sapphires, beryls, zircons, amethyst, topaz, quartz. Lucky Chance Mines Ltd. 12 The Beach, P.O. Box 3, Jos. WTD in prep.

35421—ISRAEL—Semi-automatic equipment (not n/c) for production of individual parts and assembly of squirrel-cage centrifugal blowers / rotors including housings; blowers produced on demand, not for stock; capacity: maximum 10 units per day; size range of blowers: 10 inches to 40 inches in diameter; wheel widths up to 18-inch maximum; blades may be fastened to rims by best means. Blowers end-use will be commercial air-conditioning, ventilation, refrigeration and heating. Firm needs equip. urgently to meet expanded production schedule. Krashin Engineering Works Ltd. (I, M, exporter), 3, 63 7—54335, Ramat-Gan 52504. WTD in prep.

35423—COLOMBIA—Metal forming machine tools for making propane gas cylinders. Fabrica Nacional de Cilindros-Fanacili (M, D), Calle 36 No. 19-72, Bucaramanga. WTD. in prep.

35423—ISRAEL—Machine for manufacture of seamless pipes from tinplate sheets, mainly for use in filters. Size ranges: 41 and 48 millimeter (16⅛ and 18⅞ inches) in diameter; length: from 60 to 160 millimeters (23⅝ to 63 inches), firm desires similar U.S. standard size. Zeev A. Glogau (I, A), 9, Nathan St., P.O. Box 2690, Ramat-Gan 52100. WTD 11/71.

35484 — GERMANY — Service station equipment. Schaeferbarthold, Wilhelm, Attn: Dr. Volker Schaeferbarthold (I, D, M), 495 Minden, Ringstr. 52-62. WTD in prep.

Special industry machinery

35511—JAPAN—Ice cream freezers. International Transaction Services Co., Inc. (Kokusai Koryu Service K.K.) (I, mail services), 1-11 Misakicho 3-Chome, Chiyoda-ku, Tokyo. WTD in prep.

35511 — MEXICO — Popsicle (ice cream bar) making machine to manufacture popsicles from crushed fresh fruit. Popsicles will weigh approximately 85 grams. Machine should be capable of producing 15 to 25 thousand popsicles per 8-hour-day and be completely automated for placing of sticks, wrapping, etc. Ideally, machine would also be able to produce popsicle that would be homogeneous so that particles of fruit would not settle to the bottom. Requests immediate replies as wants machine in full production before summer. Jose Antonio Rodriguez Canales (M), Belisario Dominguez 2485, Colonia Obispado Monterrey, N.L. WTD in prep.

35511 — SPAIN — Margarine processing machine. Requests replies in Spanish. Manuel Pablos E. Hijos, SA (M), Marques de Parades 32, Sevilla. WTD in prep.

35512—HONDURAS—Machinery to produce snacks, i.e., potato chips, plantain chips, roasted peanuts, etc. Correspondence should be in Spanish. Molino la Medalla, Hector Rene Gutierrez, Gerente (M), Apartado 91, San Pedro Sula. WTD in prep.

35512—TAIWAN—Machinery for making condensed fresh fruit juice. Moritani & Co., Ltd. (I), Rm. 902, 65 Nanking E. Rd., Sec. 3, Taipei (104). WTD in prep.

35513 — GREECE — Fruit and vegetable canning machinery to equip new $5 million canning complex to be constructed at Yiannitsa. Secobe S.A. (Cooperative Canning Factories of Northern Greece) (M), 4 Ploutarchou St., Thessaloniki. WTD in prep.

35513—SPAIN—Margarine packing machine. Requests replies in Spanish. Manuel Pablos E. Hijos, SA (M), Marques de Parades 32, Sevilla. WTD in prep.

35521 — TURKEY — Plans manufacture polyester velvet and requests catalogs, proposals from U.S. suppliers machinery. Firm will produce about 16,000 meters per 24 hr./day. (I, M), Bossa Ticaret ve Sanayi Isletmeleri T.A.S. (I, M), P.K. 297, Adana. WTD 8/71.

35521 — TURKEY — Planning construct weaving mill manufacture grey cloth. Mill will use yarn produced by new 100,000 spindle yard plant to be built 1973. Firm would like U.S. consultants prepare technical feasibility and market survey for grey cloth weaving mill. In connection with above plans produce medical grade sanitary grade cotton. Requests catalogs, proposals from U.S. firms. Cukobirlik (I, M), P.K. 3, Adana. WTD 8/71.

35540—INDIA—Used/rebuilt plant for manufacturing ordinary writing kraft and allied paper with capacity range of 30 to 80 tons per day. Quote c.i.f. Calcutta. Saraj Kumar Poddar (businessman/real estate owner), Hong Kong House (1st Floor), 31 Dalhousie Sq. South, Calcutta 700001. WTD in prep.

35540 — ISRAEL — Machine, related equipment and possibly know how for manufacture of egg-trays of cardboard, to prevent breakage during transit and storage, standard types. Ervin Semmel (A), 14 Openheimer St., Apt. 46, Tel Aviv. WTD in prep.

35593—JAMAICA—Machinery to manufacture shower curtains from plastic sheeting on rolls, 72 in. wide, to cut, seam, punch holes and fold, if possible, operable on 110/220 voltage 50 cycles. Brochures, quotations c.i.f. Kingston requested. Drapery Hardware & Accessories Ltd. (I, R, M), 4 Premier Plaza, Kingston 10. WTD 8/71.

35595 — ECUADOR — One portland cement processing kiln. Price quotations on following daily (24 hrs.) capacities requested 300 to 350 tons, 500 tons, 700 tons; one clinker crusher, 30 ton daily (24 hr) capacity. Price quotations requested. Correspondence should be in Spanish. Empresa Industrias Guapan S.A., Attn: Licenciado Alfonso Pena, V.P. (M), P.O. Box 87, Cuenca. WTD 2/71.

35595—INDIA—One oil-fired lime kiln to produce 35-40 metric tons highly active burnt lime (CaO), daily, with continuous feed and discharge systems. Thermal efficiency of kiln about 1000-1200 k. cals/kg. Feed material for kiln crystalline and pure limestones of 40-60 mm size. Sturdia Chemicals Ltd. (M), Neville House, Graham Rd., Ballard Estate, Bombay 400001. WTD in prep.

35595—ISRAEL—Automatic or semi-automatic machine, related equipment for production of carbonated chalk for blackboards (made by extrusion). "Polychrome" (I, M, D), 110 Har-Zion Blvd., Tel Aviv. WTD in prep.

35595—SWEDEN—Automatic assembly machines for contractors, consisting of silumin frame, magnetic core, coil, fiber glass reinforced polyester resin details mounted with magnetic keeper, fixed or moving copper contacts to which silver coatings have been soldered, and fiber glass reinforced polyester details impressed with segments of metal plate to suppress electrical arcing. AB Maynard-Prc (consulting engineers), Box 12018, S-402 41 Goteborg. WTD in prep. Representative of firm, Gote Ostlund, arriving U.S. December 5 for two weeks; U.S. mail address is H. B. Maynard & Co. Inc., 2040 Ardmore Blvd., Pittsburgh, Pa. 15221.

35595 — TURKEY — Machinery to construct oil extraction plant to process 250 tons/per 24 hr. day of cotton seed. Cooperative would welcome catalogs, specifications, price offers from U.S. firms ASAP. Cukobirlik, Attn: Mr. Izzet Soncul, Gen. Mgr. (I, M), P.K. 3, Adana. WTD 8/71.

General industrial machinery

35611 — SWEDEN — Standard asphalt pumps; capacity 400 cu. m. per hr. to be installed on ships. Pumps for chemicals (SS316) stainless steel specifications; capacity 400 & 700 cm.m. per hr. to be installed on ships. Ingenjorsfirma Gemag Aktiebolag. Attn: P. J. Coyet (I, A, D, engineering), Kungagatan 32, S-111 35 Stockholm. WTD 6/71.

35611 — ZAMBIA — Rotary screw type pumps. Interested suppliers should send catalogs, price list, descriptive materials. Wishes purchase directly from U.S. supplier, not through South Africa. Direct purchase & agency. African Farming Equipment Ltd. (A, D, R), P.O. Box 1505, Lusaka. WTD in prep. Firm hopes to complete purchase arrangements within two months.

35613 — SWITZERLAND — Equipment and items for domestic water supply systems. Direct purchase & agency. IMT Intermes AG (I, A, D), Hauptstr. 338, 9434 Au. WTD in prep.

35614—TAIWAN—Air compressors (180 hp, diesel engine, air cooler, 100 psi, 550 cfm). Requests replies ASAP to bid on government tender. Dragon Gate Trading Co., Ltd. (I, A), 294 Fo Ho Rd., Yung Ho, Taipei Hsien (234). WTD in prep.

35620—ECUADOR—Ball and roller bearings. Catalogs, prices requested. Comercio Automoriz Cia. Ltda., Attn: Santiago Sierra V, Mgr. (I, R), P.O. Box 6376, Guayaquil. WTD in prep.

35641 — ISRAEL — Industrial blowers, centrifugal/axial, backward/forward inclined, in sizes from 44" up, for airconditioning/ventilating/heating and general industry. Shevah Ltd. (M), 9 Hagavish St., P.O. Box 327, Holon. WTD in prep.

35662 — NETHERLANDS — Gearboxes for agricultural application; over 60 hp with ratio 1 x 2,6. Wish to purchase 800 per yr. Vogelenzang N.V., Attn: A. J. Vogelenzang (D, M), P.O. Box 1, Andelst. WTD in prep.

35690 — FRANCE — Automatic Fire Sprinkler Equipment. Polymark France S.A. (I, D), 54, Rue de la Rochefoucault, B.P. 38, 92101 Boulogne-Billancourt. WTD 10/72.

Office, computing, accounting machines

35731 — COLOMBIA — Electronic data processing system, preferably used. Local city entity has suggested 64k, IBM 360/25, 360/30 or 360/40, or equal. Director de Sistemas y Procedimientos, Emeresa de Acueducto y Alcantarillado de Bogota, D.E. (water supply and sewage systems), Calle 22 C No. 40-99, Bogota.

35741 — BELGIUM — Electronic calculators, pocket size. Correspondence preferably in French. Marcel Lengele (I, D), Ave. des Azalees 30, 1030 Brussels. WTD in prep. Interested in placing trial order of 200 low priced mini-calculators.

35741—ISRAEL—Mini-calculators in 4 arithmetic ranges, electronic, pocket-size. 75. "Yazamco" Corp. Ltd. (I, D), 22 Ha 'Arava St., Holon. WTD in prep.

Service industry machines

35852 — GERMANY — Air conditioning, room and unitary. Novatherm, Klimageraete GmbH, Attn: Herr Heymann (I, D), 4035 Breitscheid, Alte Koelner Str. 41. WTD 6/72.

35852 — TOGO — Air-conditioners-room; approx 200 annually. Price c.i.f. Lome. Catalogs requested. Correspondence requested in French. Au Service du Froif (ARISTON) (I, D, R), 19 Ave. des Alliés, B.P. 456, Lomé. WTD in prep.

35853—GERMANY—Commercial refrigeration equipment. Novatherm, Klimageraete GmbH, Attn: Herr Heymann (I, D), 4035 Breitscheid, Alte Koelner Str. 41. WTD 6/72.

35890—JAMAICA—Full range of swimming pool equipment. Brochures, quotation c.i.f. Kingston requested. Universal Engineering Co. Ltd., Attn: H. W. Robinson (I, D, M), 1 Connolley Ave., Kingston. WTD in prep.

Electric transmission, distribution equipment

36110 — GERMANY — Potentiometers. Schukat, H.H. (I, D), 27 Krischerstrasse, 4019 Monheim. WTD in prep.

36110 — GERMANY — Measuring equipment, incl. multitesters, square wave generators, vacuum tube volt meters, etc. Schukat, H.G. (I, D). 27 Krischerstrasse, 4019 Monheim. WTD in prep.

36110—GERMANY—Electronic measuring instruments and equipment to be used in field of producing and measuring mechanical oscillation. F.o.b. Hamburg or airfreight. Direct purchase & agency. Telco GmbH, Contact: Herr Pospiech (A, D, M), D-8000 Muenchen 80, Franz-Prueller-Str. 15. WTD 11/72.

Electrical industrial apparatus

36231—TAIWAN—Electric welding machine (non-self drive 4 wheels, diesel—d.c. generator 40-50 a. 40v.) Requests immediate replies for bidding on government tender. Dragon Gate Trading Co., Ltd. (I, A), 294 Fo Ho Rd., Yung Ho, Taipei Hsien (234). WTD in prep.

36290 — GERMANY — Electrochemical products for manufacture and treatment of printed circuit boards. Schukat, H.G. (I, D), 27 Krischerstrasse, 4019 Monheim. WTD in prep.

Household appliances

36321 — TOGO — Refrigerators, household, approx. 300 annually. Price c.i.f. Lome. Catalogs requested. Correspondence requested in French. Au Service du Froid (ARISTON) (I, D, R), 19 Ave. des Alliés B.P. 456, Lomé. WTD in prep.

Electric lighting, wiring equipment

36421—JAPAN—Lighting fixtures, electric, residential, including lamps, decorative items. K. K. Calvin, Attn: Nakajim (I), 688-1 Hanezawa, Kanagawa-ku, Yokohama. WTD in prep.

36427 — JAPAN — Electric lighting fixtures, including floor, desk lamps. Mitsui Leasing & Development, Ltd. (leasing company), 1-18-21 Shinbashi, Minato-ku, Tokyo. WTD in prep.

Radio, television receiving sets

36515—GERMANY — Hi-fi loudspeakers. Schukat, H. G. (I, D), 27 Krischerstrasse, 4019 Monheim. WTD in prep.

Communication equipment

•36600 — EL SALVADOR — The GOES Telecommunications Administration agency (ANTEL) invites bids on the supply of long distance communications equipment including coaxial cable, multiplex, radio and microwave equipment. Tender No. 6/72, bid deadline Feb. 19. Specifications are available for $120 for one set, with additional copies at $20 each from Administracion Nacional de Telecommunications (ANTEL), Calle Ruben Dario Y 5A. Avenida Sur, San Salvador, El Salvador, C.A.

36621—ZAMBIA—One radio transmitter (approximately 30 kilowatts) and one television transmitter (approximately 10 kilowatts). Interested suppliers should send catalogs, price lists, descriptive materials to Mr. Asaf Mvula, Dep. Dir. Zambia Broadcasting Services (government agency), P.O. Box RW. 15, Lusaka.

36622 — GERMANY — Car antennas. Schukat, H. G. (I, D), 27 Krishcherstrasse, 4019 Monheim. WTD in prep.

36625 — BELGIUM — Metal detectors which can be used to detect hidden metallic devices in embassies, etc. Robert Zune S.P.R.L. (M, I), Quai St. Leonard 76, 4000 Liege. WTD in prep.

Electronic components, accessories

36730 — ARGENTINA — Cathode ray tubes, yokes and fly backs. Interested in immediate purchase; requests quotations. Labadie S.A. (A, D, M), Zapata 277, Buenos Aires. WTD in prep.

36790—GERMANY — Electronic components, incl. resistors, condensers, plug, connections, relays, switches, etc. Schukat, H. G. (I, D), 27 Krischerstrasse, 4019 Monheim. WTD in prep.

Electrical machinery, equipment, supplies

36940 — ECUADOR — Engine electrical equipment. Catalogs, prices requested. Comercio Automotirz Cia. Ltda., Attn: Santiago Sierra V, Mgr. (I, R), P.O. Box 6376, Guayaquil. WTD in prep.

Ship building, repairing

37313—JAPAN — Yachts, non-military. K. K. Calvin, Attn: Nakajima (I), 688-1 Hanezaw, Kanagawa-ku, Yokohama. WTD in prep.

Engineering, laboratory, scientific, research instruments

38110—NORWAY — Petroleum analysis and drilling mud analysis. Nerliens Kemisk-Tekniske, Attn: Harald Sande (I, D), Tollbugaten 32, Oslo 1. WTD 11/72.

Photographic equipment, supplies

38614 — ISRAEL — Microfilm printing equipment, blue/brown/white; to include microfilm cameras, readers, printers, enlargers, storage/retrieval systems based on micro-forms and integrated with computers. STG International Ltd. (A, D), 52 Nahlat Benjamin St., P.O. Box 1276, Tel Aviv. WTD 2/71.

Toys, amusements, sporting goods

39492—JAPAN—Golf clubs, International Transaction Services Co., Inc. (Kokusai Koryu Service K. K.) (I, mail services), 1-11 Misakicho 3-Chome, Chiyoda-ku, Tokyo. WTD in prep.

39492 — JAPAN — Golf clubs. Nippon Kigyo Trading Corp. (I, exporter), 6, 4-Chome Tokugawa-cho, Higashi-ku, Nagoya. WTD 9/71.

39493 — JAPAN — Archery equipment. K. K. Calvin, Attn: Nakajima (I), 688-1 Hanezawa, Kanagawa-ku, Yokohama. WTD in prep.

39493—JAPAN—Archery equipment and archery ground equipment. Dynamic Sales Corp., Attn: R. Tanaka (I, D, exporter), Nakazawa Bldg., 58 Yoyogi 1-Chome, Shibuya-ku, Tokyo. WTD in prep.

39493—JAPAN — Archery equipment. Yasuda Imports Co. Ltd. (I), 22 Sugimura-cho, 7-Chome, Kita-ku, Nagoya. WTD in prep.

Pens, pencils, office, artists' materials

39510—JAPAN—Desk sets. Mitsui Leasing & Development, Ltd. (leasing company), 1-18-21 Shinbashi, Minato-ku, Tokyo. WTD in prep.

Manufacturing industries

39992—JAPAN — Coin-operated amusement machines. International Transaction Services Co., Inc. (Kokusai Koryu Service K. K.) (I, mail services), 1-11 Misakicho 3-Chome, Chiyoda-ku, Tokyo. WTD in prep.

39999—JAPAN — Reproductions of famous statues and art goods, decorative indoor-outdoor fountains with re-circulating water pumps, various kinds of wall accessories, ready-made fireplaces with imitation logs. Nippon Kigyo Trading Corp. (I, exporter), 6, 4-Chome, Tokugawa-cho, Higashi-ku, Nagoya. WTD 9/71.

Wholesalers

50930—ISRAEL — Aluminum scrap, 98-99% pure without content of alloys such as copper, etc. Regular requirement: 6,000 tons per yr. spread over 6-12 shipments. Packing: in heaps of 180-200 kilogram each. Scrap is meant for export to Brazil. Price quotations (F.O.B. supplier's port and C.I.F. Santos) should include commission for Israeli inquirer payable by Brazilian importer. Brazilian buyer will open irrevocable letters of credit to cover purchases. Ervin Semmel (A), 14 Openheimer St., Apt. 46, Tel Aviv. WTD in prep.

50930—TAIWAN—Scrap iron & steel 7 (hmsi grade 1; 2. sheardels-grade 1. boundels-grade 2.). Firm has urgent need; requests immediate replies. Dragon Gate Trading Co., Ltd. (I, A), 294 Fo Ho Rd., Yung Ho, Taipei Hsien (234). WTD in prep.

Antique, secondhand stores

59310—JAPAN—Antique guns. International Transaction Services Co., Inc. (Kokusai Koryu Service K. K.) (I, mail services), 1-11 Misakicho 3-Chome, Chiyoda-ku, Tokyo. WTD in prep.

Arboreta, botanical, zoological gardens

84210—THAILAND — Technical know-how for sponge cultivation in sea-water. Mr. A. Forbes, c/o Connell Bros. Co., (Hong Kong) Ltd. (I, D), Nai Lert Bldg., 87 Sukhumvit Rd., P.O. Box 1543, Bangkok. WTD in prep.

Japan's Top Trading Firm Seeking U.S. Consumer Products

The Mitsubishi Corp., Japan's largest trading company, has established an American Goods Importing Promotion Task Force which is seeking U.S. suppliers of the following goods: dry flowers, costume jewelry, folkcraft articles, leather goods, high-class food items, sporting goods, furniture, tools and utensils, leisure goods, paintings and etchings, acoustic equipment, washing machines and refrigerators, rug-carpet washing machines, snow-making machines (for skiing), crime preventing devices, desk-top electronic calculators, housing materials (units, sets), prefabricated houses and indoor games.

The Japanese Government is encouraging more imports from the United States. This encouragement is evident in the increasing liberalization of imports, especially in the consumer products area. In fact, a 20 percent across-the-board tariff reduction affecting 1,865 different tariff items became effective Nov. 22.

Mitsubishi Trading Company alone employs more than 19,000 people in a worldwide network of 240 offices and subsidiaries. In addition, it is the center of the Mitsubishi group of companies which include banks, huge heavy industry companies, chemicals and petrochemicals, transportation, insurance, development research and many other companies. The group employs over 300,000 people. The trading company is also the center of the vast overseas investments of the group, which is the most rapidly expanding area of its operations.

The trading company handles some 10,000 general items ranging from hand tools to nuclear power plants. It accounts for about 10 percent of Japan's exports and 13 percent of her imports, making its two-way trade ($15 billion in 1971) larger than most countries. Mitsubishi Corp. has 10 departments for handling imports divided along commodity lines. The Mitsubishi Corp. offers financial resources, a selection of distribution, insurance, storage, credit and collection systems.

A U.S. Department of Commerce report on *Selling in Japan* (OBR 72-046) is available for 15¢ from any Commerce Field Office or the Superintendent of Documents, U.S. Government Printing Office, Washington, D. C. 20402. The Japan External Trade Organization (JETRO) is another excellent source of market information, especially their brochures called *JETRO Marketing Series.* JETRO has offices in Chicago, Los Angeles, New York, San Francisco, Houston, Long Beach, and New Orleans (Home office: 2, Akasaka Aoi-cho, Minato-ku, Tokyo 107, Japan).

Interested suppliers can write directly to: Mitsubishi Corp., American Goods Importing Promotion Task Force, 6-3 Marunouchi 2-chome, Chiyoda-ku, Tokyo 100, Japan.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Canning, preserving foods

20320 — FRANCE — Food specialties, canned. Ergel (I, D, M), Bassevelle, 77-St. Cyr-Sur-Morin. WTD 2/72.

20321 — SOUTH AFRICA — All types of FDA approved consumer foodstuffs. Stafford Bros. & Draeger (Pty.) Ltd., Attn: G. G. Cullum (I, D, A), P.O. Box 10645, Johannesburg, Transvaal. WTD 8/72.

Floor covering mills, products

22710 — SWITZERLAND — Woven carpets, rugs, broadlooms, cotton, acrilan, nylon, wool, including wall-to-wall, artificial lawn mats. Imotex, Mr. P. Von Aesch (I, A), Adlergasse 4, Ch-9001 St. Gallen. WTD in prep.

22720 — SWITZERLAND — Tufted carpets, rugs, broadlooms, cotton, acrilan, nylon, wool, including wall-to-wall, artificial lawn mats. Imotex, Mr. P. Von Aesch (I, A). Adlergasse 4, Ch-9001 St. Gallen. WTD in prep.

Apparel, accessories

23850 — CANADA — Inexpensive, giveaway shower and bathing caps, swim suits for hotel/motel market, other disposable apparel for sale in bulk quantities to hospital/institutional market. Exclusive distributorship desired for most of Canada. Complete line of products with ongoing product development sought. Mr. A. Huffman, Gen. Mgr., Converted Papers Div., Domtar Packaging Ltd. (D, M), P.O. Box 7211, Montreal 101, Quebec. WTD in prep.

Sawmills, planing mills

24212 — GERMANY — Douglas fir, California redwood, western red cedar; lumber in usual export quality; white oak lumber F.A.S. Interholz G.m.b.H., Holzagentur (I, broker), 9 Dresbachstrasse, D-6800 Mannheim. WTD 11/72.

24261 — GERMANY — Redwood flooring, white maple, prime, tongue and groove, ends matched. Interholz G.m.b.H., Holzagentur (I, broker), 9 Dresbachstrasse, D-6800 Mannheim. WTD 11/72.

Millwork, veneer, plywood, prefabricated structural wood items

24323—GERMANY—Softwood plywood, exterior type, Douglas fir CD and CC; Douglas fir and hemlock plywood—brushed. Interholz G.m.b.H., Holzagentur (I, broker), 9 Dresbackstrasse, D-6800 Mannheim. WTD 11/72.

Office furniture

25223 — AUSTRIA — Mechanical filing equipment of all types, manually or electrically operated; visible equipment, non-mechanical and mechanical such as reference panels, chart boards, etc. Catalogs, technical descriptions, price lists requested. Leo C. Milde (A, D, R), Elisabethstrasse 22, A-1010 Vienna. WTD in prep.

25223 — ICELAND — Metal office files. Asgeir Sigurdsson (I, A, D), Austurstraeti 18, Reykjavik. WTD in prep.

25224 — AUSTRIA — Metal office furniture, including tables, stands, modular service units, etc. Catalogs, price lists requested. Leo C. Milde (A, D, R), Elisabethstrasse 22, A-1010 Vienna. WTD in prep.

Partitions, shelving, lockers, office, store fixtures

25420 — GERMANY — Office furniture. Thiesbrummel, Gebr. (A, D, R), 4830 Guetersloh, 39 Dammstrasse. WTD in prep.

Paper mills

26210 — GERMANY — Paper, all types. C.i.f. Bremen. Josef Wein & Sohn, Attn: Herr Siegfried W. Wein (A, D), D-8500 Nuernberg, Parsifalstrasse 26. WTD 10/72.

Paperboard mills, products

26310 — GERMANY — Paperboard, all types. C.i.f. Bremen. Josef Wein & Sohn, Attn: Herr Siegfried W. Wein (A, D), D-8500 Nuernberg, Parsifalstrasse 26. WTD 10/72.

Converted paper, paperboard products

26432 — CANADA — Vacuum cleaner bags made of paper. Exclusive distributorship desired for most of Canada. Could be repackaged for merchandising in facilities in Canada. Has big potential for sales; immediate market. A. D. Huffman, Gen. Mgr., Converted Papers Div., Domtar Packaging Ltd. (D, M), P.O. Box 7211, Montreal 101, Quebec. WTD in prep.

26451 — GERMANY — Office supplies. Thiesbrummel, Gebr. (A, D, R), 4830 Guetersloh, 39 Dammstrasse. WTD in prep.

26451 — ICELAND — Office supplies including filing systems, etc. Asgeir Sigurdsson (I, A, D), Austurstraeti 18, Reykjavik. WTD in prep.

Industrial chemicals

28183 — SWITZERLAND — Stabilizers, similar agents/additives for plastics industry. Born & Stucki AG, Attn: Mr. Bodmer (I, D), Grellingerstr. 74, 4000 Basel 20. WTD in prep.

28183 — AUSTRIA — Rubber processing chemicals. Johann Apenzeller (I, A, D), A-1010 Kaerntnerstrasse 17. WTD 4/71.

28199 — AUSTRIA — Chemicals for rubber, paint, varnish industries. Johann Apenzeller (I, A, D), A-1010 Vienna, Kaerntnerstrasse 17. WTD 4/71.

Synthetic materials

28213 — ISRAEL — Polypropylene resins for plastics industry. I. F. Gourian-Foreign Trade Agencies (A), 1 King David Blvd., P.O. Box 22200, Tel Aviv. WTD in prep.

28242 — GREECE — Acrylic tops, staples. Requests replies as soon as possible. Mediterranean Trading Co. Ltd. (I, D, A), 8 Parnassou St., Athens 124. WTD in prep.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28424 — CANADA — Household polishes. Exclusive distributorship desired for most of Canada. To be retailed through large department stores, food chains. Complete line of products with ongoing product development sought. A. D. Huffman, Gen. Mgr., Converted Papers Div., Domtar Packaging Ltd. (M, D), P.O. Box 7211, Montreal 101, Quebec. WTD in prep.

28445 — CANADA — Body oils, lotions, powders, various body creams for babies. Exclusive distributorship desired for most of Canada; to be retailed through large department stores, food chains. Complete line of products with ongoing product development sought. A. D. Huffman, Gen. Mgr., Converted Papers Div., Domtar Packaging Ltd. (M, D), P.O. Box 7211, Montreal 101, Quebec. WTD in prep.

Chemical products

28950—AUSTRIA—Carbon black. Johann Apenzeller (I, A, D), A-1010 Vienna, Kaerntnerstrasse 17. WTD 4/71.

Petroleum refining

29110 — AUSTRIA — Waxes for use by precious metal working industries and trades. Ing. Uwe Krueger (A), Kirchengasse 17/II/18, A-1070 Vienna. WTD in prep.

Fabricated rubber products

30698 — AUSTRIA — Rubber compounds for use by precious metal working industries, trades. Ing. Uwe Krueger (A), Kirchengasse 17/II/18, A-1070 Vienna. WTD in prep.

Plastic products

30798 — CANADA — Plastic disposable nursing, other baby bottles including nipples, pacifiers, mugs, other infant feeding systems. Exclusive distribution desired for most of Canada, to be retailed through large department stores, food chains. Complete line of products with ongoing product development sought. A. D. Huffman, Gen. Mgr., Converted Papers Div., Domtar Packaging Ltd. (M, D), P.O. Box 7211, Montreal 101, Quebec. WTD in prep.

Glass products

32316 — SOUTH AFRICA — Magnifying glasses. Eurex Sales (Pty.) Ltd. (I, D, A), P.O. Box 10846, Springfield, Transvaal. WTD 11/72.

Abrasive, asbestos, nonmetalic mineral products

32914 — CANADA — Scouring pads. Exclusive distribution desired for most of Canada to be retailed through large department stores, food chains. A. D. Huffman, Gen. Mgr., Converted Papers Div., Domtar Packaging Ltd. (M, D), P.O. Box 7211, Montreal 101, Quebec. WTD in prep.

32950—FRANCE—Feldspar, baryte and magnisete. Comptoir de Mineraux et de Matieres Premieres (I, D), 45, Rue de Leningrad, 75008 Paris. Attn: R. D. Hennezel. WTD in prep.

Steel mill products

33120 — BELGIUM — Billets for rolling reinforcing round bars st 3712, din

17100, seimense-martin 80 x 80 x 3000 mm. (20,000 tons); 80 x 80 x 6000 mm. (20,000 tons). Firec S.A. (engineering consultant), Rue Lesbroussart 128, 1050 Brussels. WTD in prep.

33120 — ISRAEL — Stainless steel sheet, bars, tubes for general industry. I. F. Gourian-Foreign Trade Agencies (A), 1 King David Blvd., P.O. Box 22200, Tel Aviv. WTD in prep.

33121 — FRANCE — Pig iron powder; specifications: maximum: 0.5 mm; percentage of carbon: 2.8 to 3.2-0/0; percentage of manganese: 0.4 to 0.6-0/0; percentage of silicon: 1 to 1.2-0/0; percentage of sulphur: 0.1-0/0; percentage of phosphor: 0.2-0/0. Erika International Corp. (A, D), 468 Rue Guynemer, 31200 Toulouse. Attn: R. Sorita. WTD 9/72. Needs 100 tons of pig-iron powder per month. Offers desired as soon as possible.

Primary smelting, refining of nonferrous metals

33397—FRANCE—Zirconium and alloys. Comptoir de Mineraux et de Matieres Premieres (I, D), 45, Rue de Leningrad, 75008 Paris. Attn: R. D'Hennezel. WTD in prep.

33340—ISRAEL—Primary aluminum ingots, billets, sheets, bars. I. F. Gourian-Foreign Trade Agencies (A), 1 King David Blvd., P.O. Box 22200, Tel Aviv. WTD in prep.

Rolling, drawing, extruding of nonferrous metals

33560—FRANCE—Special metals, alloys for aircraft industry. Metalchim (D), 16, Rue Oberkampf, 75011 Paris. WTD in prep.

Heating apparatus, plumbing fixtures

34336—FINLAND—Burners for natural gas, power plant and industrial types. Exclusive agency. Yrjo Laakso & Co. Oy (A), Mannerheimintie 16, 00100 Helsinki 10. WTD 3/72.

Fabricated metal products

34942—GERMANY—Valves, fittings for pneumatic, hydraulic power transfer. VH-Automation-Bertriebs G.m.b.H. (D), 6715 Lambsheim, Postfach 2. WTD 11/72.

Farm machinery

35227—JAMAICA—Power lawn mowers. Catalogs, quotations C.i.f. Kingston requested. Aiken's Clay Works Ltd. (D, M), 16 Tarrant Dr., Kingston 10. WTD in prep.

35228 — JAMAICA — Bulk feed bins, pig, poultry and cattle feeding and watering equipment. Brochures, price lists requested. T. Geddes Grant (Agricultural Div.), Attn: Stuart G. Hanson (I, A, D), P.O. Box 417, Kingston. WTD 4/72.

Construction, mining, materials handling machinery, equipment

35312 — SWEDEN — Railway hydraulic rerailing equipment. Exclusive agency basis for Scandinavia and/or Eastern European countries. AB G. Brandt & Co. (I, A), Box 1232, S-171 24 Solna 1. WTD 11/72.

35314 — AUSTRIA — Hydraulic log loaders for mounting at front or rear end of truck; loading power up to 8 m.t., range of action up to 7 meters; boom must be foldable and should not rest on cargo load. Descriptions, technical information requested. E. Kohlbrat Maschinen O.h.g. (I, A), A-5550 Radstadt. WTD in prep.

35314 — ITALY — Walking cranes. Barbuscia Graziano (I, A, D), via Casilina 257, 00176 Rome. WTD 9/72.

35316—ITALY—Vibro fiinishing pavers. Barbuscia Graziano (I, A, D), Via Casilina 257, 00176 Rome. WTD 9/72.

35318 — ITALY — Self-propelled rollers. Barbuscia Graziano (I, A, D), Via Casilina 257, 00176 Rome. WTD 9/72.

35319 — FRANCE — Rotary milling cutter trench diggers, dredging machines, cleaners and cutters for construction and maintenance of road ditches, pull-type models, hydraulic drive or farm tractor power takeoffs; slow speeds. Catalogs, prices, delivery details requested. Ets. Roger Quitte (I, A, D), 360 Ave. de Paris, 79000 Niort. WTD in prep.

35319 — ITALY — Hydraulic excavators. Barbuscia Graziano (I, A, D), Via Casilina 257, 00176 Rome. WTD 9/72.

Metalworking machinery

35482 — SWEDEN — Special pneumatic hand tools for use in modern factories. Exclusive agency basis for Scandinavia and/or Eastern European countries. AB G. Brandt & Co. (I, A), Box 1232, S-171 24 Solna 1. WTD 11/72.

Special industry machinery

35550 — SWITZERLAND — Instruments, accessories for printing trade. Fridolin Pfaendler (I, D, R), Chemin Maillefer 1, 1018 Lausanne. WTD in prep.

35595 — AUSTRIA — Jeweler's machinery; hand-operated and power-driven tools; related tools and equipment for goldsmiths, processors of precious metals. Ing. Uwe Krueger (A), Kirchengasse 17/II/18, A-1070 Vienna. WTD in prep.

General industrial machinery

35615 — ISRAEL — Paint spraying equipment to include spray guns, and small portable sprayers. Baruch Ben-Amotz (I, D), 97 Herzl St., Tel Aviv. WTD in prep.

35642 — ISRAEL — Industrial air filtration/water pollution fighting/and pollution analysis equipment, test instruments, systems. Ecosphere Ltd. (A), 23 Ben Zion Blvd., P.O. Box 39279 Tel Aviv. WTD in prep.

35690 — CANADA — Labeling, marking machines and systems for department stores, discount houses, other retail stores. Exclusive distributorship desired for most of Canada. A. D. Huffman, Gen. Mgr., Converted Papers Div., Domtar Packaging Ltd. P.O. Box 7211, Montreal 101, Quebec. WTD in prep.

Office, computing, accounting machines

35720 — ISRAEL — Typewriters, including coded media, for use with computing systems. STG International Ltd. (A, D), 52 Nahlat Benjamin St., P.O. Box 1276, Tel Aviv. WTD 2/71.

35730 — SWITZERLAND — Mini-computers and peripherals for industrial processes. ECG Electronic Components, Attn: J. R. Mottier, Dir. (I, A, D), Avenue Engene-Lance 11, 1212 Grand-Lancy, Geneva. WTD 5/72.

35731 — GERMANY — Office computers. Thiesbrummel, Gebr. (A, D, R), 4830 Guetersloh, 39 Dammstrasse. WTD in prep.

35731 — ISRAEL — Electronic computing equipment to include electronic digital computers (mini computers) for data processing; on-line information storage devices; input-output equipment; data working systems (working as on-line system and/or stand-alone unit). STG International Ltd. (A, D), 52 Nahlat Benjamin St., P.O. Box 1276, Tel Aviv. WTD 2/71.

35733 — AUSTRIA — Peripheral EDP equipment such as tape and disk cleaning devices, comm equipment, OCR equipment, continuous forms handling machines. Catalogs, technical descriptions, price lists requested. Leo C. Milde (A, D, R), Elisabethstrasse 22, A-1010 Vienna. WTD in prep.

35741 — FRANCE — Portable electronic calculators. Servimpex (I, D), 23 Blvd. Princesse-Charlotte, Monte-Carlo. WTD in prep.

35741—GERMANY—Computing and accounting machines, incl. cash registers. Gebr. Thiesbrummel (A, D, R), 4830 Guetersloh, 39 Dammstrasse. WTD in prep.

35741—ICELAND—Electronic desk calculators. Asgeir Sigurdsson Ltd. (I, A, D), Austurstraeti 18, Reykjavik. WTD in prep.

35790 — AUSTRIA — Machinery, equipment, and devices for automation of business operations and office routines. Catalogs, technical descriptions, price lists requested. Leo C. Milde (A, D, R), Elisabethstrasse 22, A-1010 Vienna. WTD in prep.

35791 — JAPAN — Microfilm processing, duplicating equipment, and information retrieval system. Nissho Electronics Corp.; Attn; Mr. Ogawa, Somu-ka (I, A, D), Konwa Bldg., 12-22 Tsukiji 1-Chome, Chuo-ku, Tokyo 104. WTD 11/72.

Service industry machines

35820 — SWITZERLAND — Commercial dry-cleaning equipment, including ironing presses, accessories. Fridolin Pfaendler (I, D, R), Chemin Maillefer 1, 1018 Lausanne. WTD in prep.

35820 — THAILAND — Laundry and dry-cleaning equipment, commercial type i.e. gas, steam or electric ironers, washers, extractors, etc. Requests c.i.f. Bangkok prices, catalogs, brochures. Thai Engineering & Equipment Ltd., Partnership Attn: Mr. Pleng Punlee (A, D, I), 1182/1 Nakorn Chaisir Rd., Bangkok 3. WTD in prep.

35852 — FRANCE — Domestic, industrial and automotive air conditioning equipment. P. R. Ballar (I, A, D), 12, Ave. Montaigne, 75008 Paris. WTD 1/72.

35853 — FRANCE — Industrial refrigeration equipment. P. R. Ballar (I, A, D), 12, Ave. Montaigne, 75008 Paris. WTD 1/72.

35860 — SWITZERLAND — Pneumatic, high pressure, grease, lubricating oil pumps to be mounted on 50 gallon drums. Exclusive sales rights requested. Baumgartner AG, Attn: J. Peretti (I, D), Schaffhauserstr. 14/16, P.O.B., CH-8042 Zurich. WTD 8/71.

35892 — ISRAEL — Sewage disposal systems, waste treatment equipment. Ecosphere Ltd. (A), 23 Ben Zion Blvd., P.O. Box 39279, Tel Aviv. WTD in prep.

Electric transmission, distribution equipment

36111 — NETHERLANDS — Metal oxide semiconductor integrated circuits, complimentary MOS integrated circuits. Famatra Benelux, Attn: Mr. H. Geurink (I, D), P.O. Box 721, Breda. WTD in prep.

Electrical industrial apparatus

36212 — JAMAICA — Electric power generators, gas or diesel driven; 1 kw to 20 kw size. Brochures, price lists requested. Exclusive agency. Embassy of the United States of America, Attn: Commercial Officer, TO-48, No. 43 Duke St., Kingston.

36220 — SWITZERLAND — Industrial process controls. ECG Electronic Components, Attn: J. R. Mottier, Dir. (I, A, D), Ave. Engene-Lance 11, 1212 Grand-Lancy, Geneva. WTD 5/72.

36240—FRANCE—Bottom carbon paste, 600 tons in 1974; cathode carbon blocks, plates, requires 6,250 tons carbon plates between now and 1976. Erika International Distribution Corp. SA (A, D), 468 Rue Guynemer, 31200 Toulouse. WTD 9/72.

Household appliances

36321 — FRANCE — Household refrigerators (including small refrigerators for pleasure boats and motor vehicles). P. R. Ballar (I, A, D), 12, Ave. Montaigne, 75008 Paris. WTD 1/72.

36343 — SWITZERLAND — Genuine novelty housewares suitable for sale by mail order, all kinds; electric appliances must be 220v, 50 cycles. F. Haller, Mng. Dir., Sobal SA (I, D, R), Cotes de Montbenon 7, 1003 Lausanne. WTD 11/72.

Electrical lighting, wiring equipment

36430 — NETHERLANDS — Electronic connectors. Famatra Benelux, Attn: Mr. H. Geurink (I, D), P.O. Box 721, Breda. WTD in prep.

Radio, television receiving sets

36510 — SWITZERLAND — Hi/fi equipment consumer electronics, amplifiers, automotive hi/fi equipment. Cida Electra SA, Norbert Julen, Sales Mgr. (I, A, D), Ave. Ruchonnet 2, 1003 Lausanne. WTD 7/72.

36514 — FRANCE — High fidelity equipment. Societe Rapetti Electronic (I, D, R), 5, Villa Marces, Saint-Mande 94. WTD in prep.

36515 — UNITED KINGDOM — Professional microphones, speakers, tape recorders, associated equipment. Sound Technique Ltd. (D, M), Industrial Estate, Mildenhal, Suffolk. WTD in prep.

36520 — NEW ZEALAND — Hi/fi stereo cassette players and tape decks. F.o.b. prices, catalogs required. Will only consider sole agency for New Zealand. Advanced Electronics, Mr. Maxwell F. Hall (I, A), 2 First Ave., Stanley Point, Auckland 9. WTD 11/72.

Communication equipment

36623 — SWEDEN — Electronic railway warning and controlling systems. Exclusive agency basis for Scandinavia and/or Eastern European countries. AB G. Brandt & Co. (I, A), Box 1232, S-171 24 Solna 1. WTD 11/72.

36623 — SWITZERLAND — Burglar alarms and intruder detection systems for offices, stores, residential use. Cida Electra SA, Mr. Norbert Julen, Sales Mgr. (I, A, D), Ave. Ruchonnet 2, 1003 Lausanne. WTD 7/72.

36624 — SWEDEN — Electronic navigational aids, marine and/or aeronautical. Exclusive agency basis for Scandinavian and/or Eastern European countries. AB G. Brandt & Co. (I, A), Box 1232, S-171 24 Solna 1. WTD 11/72.

36625—SWEDEN—Electronic search and detection apparatus, marine and aeronautical. Exclusive agency basis for Scandinavia and/or Eastern European countries. AB G. Brandt & Co. (I, A), Box 1232, S-171 24 Solna 1. WTD 11/72.

36625 — UNITED KINGDOM — Advanced technology intruder detection devices other than microwave. Microwave & Electronic Systems Ltd., Attn: W. D. Cameron (I, D, M), Lochend Industrial Estate, Newbridge, Midlothian, Scotland. WTD 6/72.

Electronic components, accessories

36720 — UNITED KINGDOM — Advanced cathode ray tubes of high resolution and speed. Tekmar Electronics Ltd., Attn: M. N. Inman, Mkt. Mgr. (I, A, D), 102 High St., Harrow-on-the-Hill, Middlesex. WTD in prep.

36740 — GERMANY — Electronic components and accessories incl. transistors, diodes, integrated circuits and semiconductors. Unitronic, Ing. Rudolf Breiden (A, I), 4 Duesseldorf, 50A An Der Thomaskirche. WTD in prep.

36740 — NETHERLANDS — Semiconductor devices. Famatra Benelux, Attn: Mr. H. Geurink (I, D), P.O. Box 721, Breda. WTD in prep.

36749 — UNITED KINGDOM — Light emitting diodes, other advanced semiconductor devices, liquid crystal displays. Tekmar Electronics Ltd., Attn: M. N. Inman, Mkt. Mgr. (I, A, D), 102 High St., Harrow-on-the-Hill, Middlesex. WTD in prep.

36790—SWITZERLAND—Integrated circuits, metal oxide semiconductors memory IC's; quartz components and vibrators for electronic watches, step-by-step micro-motors for electronic watches, liquid crystal displays, circuitry and advanced electronic components for electronic watches. ECG Electronic Components, Attn: J. R. Mottier, Dir. (I, A, D), Avenue Engene-Lance 11, 1212 Grand-Lancy, Geneva. WTD 5/72.

36795 — NETHERLANDS — Analog to digital and digital to analog converters, analog functional modules. Famatra Benelux, Attn: Mr. H. Geurink (I, D), P.O. Box 721, Breda. WTD in prep.

36795 — UNITED KINGDOM — Microwave components. Microwave & Electronic Systems Ltd., Attn: W. D. Cameron (I, D, M), Lochend Industrial Estate, Newbridge, Midlothian, Scotland. WTD 6/72.

Electrical machinery, equipment, supplies

36920—SWITZERLAND—Batteries, dry cells, power sources for electronic watches. ECG Electronic Components, Attn: J. R. Mottier, Dir. (I, A, D), Ave. Engene-Lance 11, 1212 Grand-Lancy, Geneva. WTD 5/72.

36930 — PORTUGAL — Linear accelerators and other electrotherapeutic apparatus. Energia Fria Portuguesa, S.A.R.L. (A), Avenida 5 de Outubro 91-4 O-E, Lisbon 1. WTD 8/72.

Motorcycles, bicycles, parts

37510 — FRENCH INDIES — Small motorbikes. SOGECO (Societe Generale d'Exploitation Commerciale) (I, A, R), P.O. Box 82, Pointe-à-Pitre, Guadeloupe. WTD 5/72.

Engineering, laboratory, scientific, research instruments

38112 — AUSTRIA — Instruments, equipment and devices for automation of medical laboratories in hospitals, clinics, research institutions, health care centers, etc. Catalogs, technical descriptions, price lists requested. HERBA, Attn: Dr. Unterrainer (I, A, D), Michelbeuerngasse 9A, A-1090 Vienna. WTD 2/72.

38112—FRANCE—Laboratory furnaces with controlled atmosphere for metallurgy. Sociel (D), 234, Blvd. Saint-Denis 92 Courbevoie. WTD in prep.

38112 — JAPAN — Laboratory, scientific instruments, Yagami Scientific Instruments Mfg. Co. Ltd. (I, D), 2-29 Marunouchi 3-Chome, Naka-ku, Nagoya. WTD in prep.

38113 — GERMANY — Drafting instruments. Thiesbrummel, Gebr. (A, R, D), 4830 Guetersloh, 39 Dammstrasse. WTD in prep.

Instruments for measurement analysis and control

38210 — SOUTH AFRICA — Feeder gauges. Eurex Sales (Pty.) Ltd. (I, A, D), P.O. Box 10846, Springfield, Johannesburg. WTD 11/72.

38210—SWITZERLAND—Industrial process instruments, measuring instruments, all kinds. ECG Electronic Components, Attn: J. R. Mottier, Dir. (I, A, D), Ave. Engene-Lance 11, 1212 Grand-Lancy, Geneva. WTD 5/72.

38213—GERMANY—Pneumatic and hydraulic industrial controls. VH-Automation-Bertriebs GmbH (D), 6715 Lambsheim, Postfach 2. WTD 11/72.

38216 — UNITED KINGDOM — Solid state radiation detector. Nuclear Enterprises Ltd. (M, D, R), Sighthill, Edinburgh EH11 4EY, Scotland. WTD in prep.

Surgical, medical, dental instruments

38410 — AUSTRIA — Cardiac screening equipment; multiphase screening equipment; ultrasonic, color, and brain-scanning apparatus; flexible fiber optics. Catalogs, technical descriptions, price lists requested. HERBA, Attn: Dr. H. B. Unterrainer (I, A, D), Michelbeuerngasse 9A, A-1090 Vienna. WTD 2/72.

38421 — AUSTRIA — Electronic prosthetic appliances. Descriptions, price lists requested. HERBA, Attn: Dr. Unterrainer (I, A, D), Michelbeuerngasse 9A, A-1090 Vienna. WTD 2/72.

38421 — CANADA — Surgical dressings such as elastic bandages, swabs, sponges, gauze and cotton balls, and elastic stockings suitable for sale in department stores, food stores. Exclusive distribution for most of Canada is sought as well as complete line of products with ongoing product development. A. D. Huffman, Gen. Mgr., Converted Papers Div., Domtar Packaging Ltd. (M, D), P.O. Box 7211, Montreal 101, Quebec. WTD in prep.

38421 — SWEDEN—Disposable hospital supplies. Canvass Products AB (I, A), Brahegatan 49, S-114 37 Stockholm. WTD in prep.

38421 — THAILAND — Autolaves and sterilizers, large sizes for hospital use. Requests c.i.f. Bangkok prices, catalogs, brochures. Thai Engineering & Equipment Ltd., Part., Attn: Pleng Punlee (A, D, I), 1182/1 Nakorn Chaisri Rd., Bangkok 3. WTD in prep.

Photographic equipment

38611 — ITALY — Audiovisual teaching aids. Exclusive agency. SEI Societa Editrice Internazionale Spa (D, R, M), Corso Regina Margherita 176, 10152 Torino. WTD 6/72.

Watches, clocks, parts

38711 — SOUTH AFRICA — Parking meter timers attached to key chains. Eurex Sales (Pty.) Ltd. (I, D, A), P.O. Box 10846, Springfield, Johannesburg. WTD 11/72.

Toys, amusement, sporting goods

39493 — FRANCE — Felt-covered water-polo balls. Binst Construction (I, M), 24, Rue Jules Michelet, 29 N Brest. WTD 5/72.

Pens, pencils, office, artists' materials

39522—SWEDEN—Artists' materials in general. Canvass Products AB (I, A), Brahegatan 49, S-114 37 Stockholm. WTD in prep.

Costume jewelry, novelties, buttons

39642 — ISRAEL — Needles, hand/machine; including eye, spring and latch types; pins/safety-pins of steel and brass; hooks and eyes; tape: hook-and-eye and snap fasteners; zipper/slide fasteners, small sizes only. Moshe Davidovici (I, D), 2 Stamper St., Nathanya. WTD in prep.

Manufacturing industries

39990 — SOUTH AFRICA — Flashlights attached to key chains. Eurex Sales (Pty.) Ltd. (I, D, A), P.O. Box 10846, Springfield, Johannesburg. WTD 11/72.

39991 — SOUTH AFRICA — Gas and other types of cigarette lighters; emery boards. Eurex Sales (Pty.) Ltd. (I, D, A), P.O. Box 10846, Springfield, Johannesburg. WTD 11/72.

Cyprus Hospital Will Buy $2 Million In Equipment

The Nicosia Turkish Hospital on Cyprus plans to issue international tenders in Turkey for $2 million worth of mechanical and electrical equipment for the new 309-bed Turkish Cypriot Hospital which is scheduled to open in September. Tenders for electrical equipment will be issued by December 31 for: 250 KVA standby generator; 2 or 3 patient-nurse call systems; radio paging system (30 units); fire alarm system; four elevators, and lighting system. Tenders for medical equipment will be issued within the next two months for: four X-ray diagnostic rooms; cobalt vault; central sterilizing unit. Having an agent or subsidiary in Turkey would be an asset. Inquiries should be directed to: Umid Ozdel, Secretary General, Health and Social Welfare, Turkish Communal Chamber, Nicosia, Cyprus, and/or M. Kenan, Chairman, Tender Board, Turkish Hospital, Nicosia, Cyprus.

Future Construction Abroad

MEXICO — Three major highway construction projects, new construction of workers' housing and a new industrial park are planned for the Monterrey area: 1) Widening the Monterrey-Saltillo highway to four lanes for its entire length (at present it has four lanes for less than half its distance). This project is scheduled to begin in 1972 and be completed in 1974 at a total cost of $4.8 million; 2) Widening the highway from the outskirts of Monterrey to the new International Airport north of the city. This project will be completed in 1973 at a cost of $2.4 million; 3) Widening from two to four lanes of the 124-km. highway from Monterrey to the Nuevo Leon town of Linares. This project is scheduled to be finished in 1976 at a cost of $22.4 million. 4 & 5) Work on a new industrial park covering 1000 acres near Linares commenced in November, and plans for the park include a residential area for 25,000 persons and space for 250 industries. Various ministries are collaborating in the industrial park project. Construction of workers' housing is due to begin shortly, and contracts totaling $1.4 million have been awarded to ten local contractors. The first group of houses will serve as a pilot program testing workers' reactions before beginning the massive construction that is expected to take place.

ETHIOPIA — The Imperial Ethiopian Government's Planning Commission in Addis Ababa announced that within the next five years, **four new 50-bed luxury hotels** would be built along the Historic Route in Bahr Dar, Gondar, Lalibella and Axum and a **modern 250-room hotel** in Addis Ababa to replace the present Ras Hotel. A second phase would include expanding each of the four Historic Route hotels above by an additional 30 rooms.

GERMANY—Schering A.G. is constructing **a new research center**, scheduled for completion in 1975, which will cost more than $33 million including about $3 million for laboratory and research equipment. The 15-story, fully-air-conditioned structure offers significant sales opportunities for U.S. manufacturers of balances (analytical, precision, micro, torsion, and animal); microscopes (standard, photo); incubators; drying chambers; industrial refrigerators; centrifuges; cleanbenches; photometers (spectro and UV); sterilizers; rotation vaporizers; Tri-Carb-Scintillation counters; surgical instruments and equipment for animal operations; and electron microscopes. Inquiries should be addressed to: Schering A.G., Technische Hauptabteilung, Forschung und Automation, Attn: Dr. Filbert, Muellerstrasse 170-172, 1 Berlin 65.

JAMAICA—The Water Commission has approved proposals for a **$92.4 million Blue Mountain Water Supply Project** which is to meet the Kingston and St. Andrew Corp.'s needs beyond the year 2000. Proposals have been forwarded to the Minister of Public Utilities, Communications and Transport for approval. A copy of a report from the American Embassy in Kingston, with project features and cost estimates, is available to U.S. firms from: U.S. Department of Commerce, Trade Opportunities Division, BIC-831, Rm 4813, Washington, D.C. 20230.

CANADA—Interprovincial Pipe Line has announced that it will seek to increase its capacity in 1973. The project, costing C$116 million, will involve 225 miles of 48-inch loops between Edmonton and Superior, Wisc., and 32 miles of 20-inch loops between Sarnia and Buffalo, N.Y., plus additional pumps and receiving tanks. The capacity increase from Cromer, Manitoba, is to be 120,000 barrels per day. The new total capacity from Cromer then would be 1,550,000 B/D. Contact: Interprovincial Pipe Line Co., 7 King St. East, Toronto. D. G. Waldon, President.

KUWAIT—Plans for expansion and improvement of public health facilities focus on **two main hospital projects:**

The *Fahaheel Hospital* is under design. A French group, CIEP, is doing the basic design and specifications work. The hospital will have 600 beds and will cost about $20 million. It will be an integrated facility with operating and surgical departments, complete in- and out-patient services, a central laboratory, and related support facilities. Ali Mutawa, Asst. Undersecretary for Major Projects, Ministry of Public Works, has stated that this project will probably come up for formal tendering around June 1974.

The reconstruction and renovation of the *Amiri Hospital* is still in the early planning stages. Another French firm, OTH, has won the contract to re-design this hospital, which was one of Kuwait's first public health facilities. No actual work on the new design has been undertaken. Preliminary cost estimates for the reconstruction and re-equipping of this facility are between $2.4 and $4 million. The new hospital will have 590 beds and will feature specialized clinics for children and the handicapped. No date for tendering has been set.

Other projects in the health care field which are further off in the future include the expansion of the Sabah hospital, the construction of several neighborhood out-patient clinics, and the establishment of a medical college. Interested U.S. groups bidding on a turn-key basis will have to register with the Kuwait Planning Board, Sief Palace, Kuwait, State of Kuwait.

One aspect of the consortium approach which should be explored further is the possibility of Arab companies participating with U.S. firms on a joint-venture basis. Several Kuwaiti construction firms are well-qualified to undertake the civil works portion of any major tender. A local company could team up with a U.S. contractor and offer a much lower bid offer through reduced mobilization costs and shared equipment possibilities. Furthermore, direct participation between U.S. and Arab companies places the U.S. company in a better standing with the Government's Central Tenders Committee.

Kuwaiti international tenders are usually broken down into five major parts: Civil works (the prime contractor), electrical works, air conditioning and heating, lifts and elevators, and specialized equipment. Any consortium package should be compatible with these five main categories in order to remain competitive.

CANADA—The following **gas pipeline developments** have been announced in Calgary: Alberta Natural Gas Co. Ltd., Calgary, has been accepted as a participant in the proposed *MacKenzie Valley Gas Pipeline Project* by the Gas Arctic—Northwest Project Study Group. This increases the Canadian content in the project, on which approximately $26 million will have been spent on preliminary projects by the close of 1972.

Calgary-based Pan Canadian Petroleum Ltd. has developed plans for a $50 million, *10-inch pipeline to carry natural gas liquids from Edmonton through Calgary and Crows Nest Pass to Portland.* The liquids would be used to manufacture synthetic natural gas in a $25 million plant planned by Northwest Pipeline at Linnton, Oregon.

Five new export pipeline proposals are being explored, as follows: Interprovincial Pipe Line is considering transporting specification propane and butanes; Blackfoot Pipeline is studying the possibility of constructing a new line from Edmonton to Portland to carry condensate and specification propane and butanes; Calberta Pipe Line hopes to move propane and butanes to California; Cochin Pipe Line (Dome Petroleum) is exploring the possibility of moving ethane, LPG mix, and specification propane and butanes from Edmonton to Sarnia and on to Ohio; and White Products Pipe Line, in association with ten major companies, proposes to move condensate, propane and butanes from Edmonton to Minneapolis.

JAMAICA—The Jamaican Government is seeking a $5 million World Bank loan to implement the first stage of an **expansion of Kingston's sewerage and drainage facilities.** A sewerage study was prepared by the Canadian firm of Reid, Crowther & Parnters, Ltd., consulting engineers and planners. The plan outlines two basically similar alternative schemes, either of which would cost an estimated $54 million. The master plan has been under review by a working committee of the Ministry of Utilities, Communications & Transport, 140 Maxfield Ave., Kingston. It is understood that the working committee report will recommend that the 35 year period for completion be reduced to 15 years, and that the Harbour Head scheme be chosen. Early requirements, should the Harbour Head scheme be endorsed, would include a subsidiary pumping station and a major treatment plant.

KUWAIT — The Director of Kuwait's Traffic Department, Col. Yusuf al-Saad, has requested catalogs and brochures from U.S. manufacturers of **traffic safety equipment.** Specific areas of interest are: *Automotive safety inspection facilities*—Kuwait presently has about 180,000 commercial and passenger vehicles which would be tested on an annual basis. Col. Saad visualizes three testing facilities, each with a capability of checking 200 cars and trucks per day; *Driver trainer facilities*—The Government is planning to establish a training school to replace the existing private companies. The school will employ classroom instruction featuring the latest audio-visual techniques of traffic simulation training, and would have a fleet of 4-5 training cars especially equipped with dual controls; *Taxi meters*—The Traffic Dept. will soon require all taxis to be equipped with meters. An initial order would be for about 2000 meters; *Parking meters*—About 300 meters would be initially required for Kuwait City. Interested U.S. firms can send their technical information and literature directly to: U.S. Embassy, P.O. Box 77, Kuwait. Attn: M. Johnson.

FRANCE — Construction of a **business center called "Nice Etoile"** in the center of Nice is to commence shortly. The building will comprise a commercial center of more than 5,500 sq. meters, a department store covering three floors, and a drug-store of 2,300 sq. meters. Six floors will be made up of offices and a few deluxe apartments, and the building will include an underground parking lot designed to hold 2,200 cars. Total cost of the project is estimated at 165 million francs. The complex will be financed by Star Holding Ltd. of London and built by the Grands Travaux de Marseille in collaboration with the local construction firm Nicoletti. The architects are M. Beri, Dikansky and Palmero. Firms interested in further information should contact: M. Gerard Boileau, Director, Westminster Foreign Bank Ltd., 9 Rue Spitaliere, Nice.

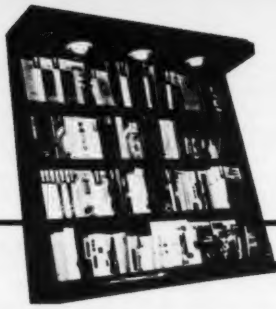
THAILAND—The National Energy Authority (NEA) has initiated a project to build a **300-km. oil pipeline** directly from the refineries in Sri Racha to Korat. A feasibility study has been done by a French pipeline engineering and consulting firm, Omnium Techniques des Transport par Pipelines, and a report has been submitted to the NEA. On the basis of this report, the NEA will make further studies and consider the advisability of implementing the project. Financing has not yet been arranged, but if the financing comes from the World Bank or Asian Development Bank the contract for construction probably will be awarded through international competitive bidding. Interested U.S. firms may get additional details from Nitipat Chalijan, Secretary-General, National Energy Auth., Pitbultham Villa, Kasatsuk Bridge, Yose, Bangkok.

JAMAICA—The construction of a pilot banana packing plant at Pembroke Hall, St. Mary, has been completed and has been preparing bananas for shipment. The Banana Board, the statutory body behind the plant construction program, is now planning **construction of a second plant,** this one to be located in Alston, Clarendon parish. Funds have not been allocated for this plant as yet, but the Board expects construction to commence next summer. If financing can be obtained, the Board plans to start building **five additional plants** during the year. The Board believes a total of 17 plants will be required to properly service the island's banana industry. The second plant will cost $280,000. Essential equipment for the plant will include belt, gravity and overhead conveyors, in-line automatic weighing scales, washing, delatexing and fungicide tanks, recirculating pumps, spray nozzles, and rotating tables. With the exception of the various tanks, all equipment will be imported. U.S. firms may wish to contact Developers: Banana Board, 10 South Ave., Kingston 4, Tele: 922-5490. Consultant: Management Engineers Ltd., 14 Dominica Dr., Kingston 5. Contractor: Subratie Engineers Ltd., 1½ Altamont Crescent, Kingston 5, Tele: 936-4383.

ECUADOR — The Ministry of Public Works will accept applications for prequalification from contractors interested in participating in bidding for one or more of the following **roadbuilding projects:** 1) Rio Pastaza-Puyo (Project length 59 km.). Located along the valley of the Pastaza river between the cities of Ambato and Puyo in the central region of Ecuador and consists of road improvement and bituminous paving. A considerable quantity of rock excavation is required. This may include constructing a tunnel 500 meters long and 38 square meters in section. A study of the feasibility of the tunnel is presently being made. Major structures to be constructed include five bridges between 45 and 75 meters in length. The preliminary estimated cost is $7 million. 2) Puyo-Macas (Project length 130 km.). Located in the upper Amazonian region of Ecuador that receives high annual rainfall and is covered by tropical vegetation. The Project requires excavation of an estimated 3.5 million cubic meters of earth, construction of bridges of which the largest are 60, 120 and 320 meters in length, and the construction of sub-base and base. The estimated cost is $6 million. As an alternative, the Project may be divided into two sectors of approximately 65 km. each. 3) La Avanzada-El Pache (project length 62 km.). Located in the southwest region of Ecuador, in the Province of El Oro. The terrain is rolling near the coastal sector and ascends to very mountainous. The work consists of road improvement and new construction involving heavy excavation, the construction of small bridges, drainage structures and bituminous paving. The estimated cost is $5 million. It is anticipated that the plans and specifications shall be completed and bids called before the end of the year. Contractors must apply in writing for the prequalification documents from the Ministry of Public Works, Unidad Ejecutora, Project Ecuador-BID, Register of Contractros, Avenue Colon #1346, Office #12, Quito. Contractors must indicate the contract or contracts for which they seek prequalification. Contractors considered qualified will be notified and the bidding documents will be made available when completed. Bids will be accepted from prequalified bidders only.

Japanese Firm Offers To Serve As Catalog Agent

Toyota Motor Sales Co., Ltd., of Japan has expressed an interest in acting as catalog sales agent for an American mail order firm. Initial products considered are small housewares, hobby and do-it-yourself type items, leisure goods, including sportswear, phonograph records and tapes, and product lines associated with automobiles. At a later date the company may be interested in sporting goods, boats and motors, outdoor equipment, housewares and decorator items. Interested American companies should contact Ruichiro Chikuma, Market Research Dept., Toyota Motor Sales Co., Ltd., 1 Buhei-Cho 3 Chome, Higashi-Ku, Nagoya.



New Publications

When ordering any publications, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its field offices.

DOMESTIC AND INTERNATIONAL BUSINESS

BUREAU OF DOMESTIC COMMERCE

Construction review. Vol. 18, No. 9. Annual subscription $6.50 ($1.75 more for foreign mailing). Single copy 55¢.

International Marketing Information Service

Exhibitor's Export Market Guide

Mexico's pulp and paper industries prime target for U.S. equipment (IMIS 72-041). 4pp. 10¢.

SOCIAL AND ECONOMIC STATISTICS

BUREAU OF THE CENSUS

Small-area data notes. Vol. 7, No. 10. 12pp. 10¢. This publication covers a wide range of topics of interest to users of small-area data at the State, region, county and city levels. With the January 1973 issue, it will be sold in combination with **Data Access Descriptions** at an annual subscription price of $5.50 per year.

Agriculture

Report on cotton ginnings prior to October 1 for the crop of 1972, by counties (A20: 72-2). 6pp. 10¢.

Construction and Housing

Value of new construction put in place: September 1972 (C30-72-9). 28pp. Annual subscription $2.50, includes monthly and annual supplement. Single copy 25¢.

Vacant housing units in the United States: third quarter 1972 (Series H-111, 72-3). 16pp. Annual subscription (Series H-111 and H-121 combined) $1.50 (50¢ more for foreign mailing). Single copy 20¢.

1970 Census of Housing

Housing Characteristics for States, Cities and Counties

Alabama. Vol. 1, part 2. 300pp. $4.50.
Florida. Vol. 1, part 11. 380pp. $5.
Illinois. Vol. 1, part 15. 468pp. $6.
Iowa. Vol. 1, part 17. 304pp. $4.50.
Kentucky. Vol. 1, part 19. 356pp. $5.
Maryland. Vol. 1, part 22. 240pp. $4.
Minnesota. Vol. 1, part 25. 276pp. $4.25.
Mississippi. Vol. 1, part 26. 256pp. $4.
Missouri. Vol. 1, part 27. 340pp. $4.75.
New York. Vol. 1, part 34. 432pp. $5.50.
North Carolina. Vol. 1, part 35. 336pp. $4.75.
Ohio. Vol. 1, part 37. 512pp. $6.
Pennsylvania. Vol. 1, part 40. 432pp. $5.50.
Tennessee. Vol. 1, part 44. 288pp. $4.25.
Texas. Vol. 1, part 45. 782pp. $7.75.
Virginia. Vol. 1, part 48. 396pp. $5.25.
Wisconsin. Vol. 1, part 51. 296pp. $4.50.

Income in 1969 of families and primary individuals in owner and renter occupied housing units for the United States: 1970 (Series HC(S1)-10). 8pp. 15¢.

Metropolitan Housing Characteristics

United States and regions (HC(2)-1). 466pp. $3.50.

Distribution and Services

Monthly department store sales in selected areas: September 1972 (BD-72-9). 12pp. Annual subscription $1. Single copy 10¢.

Monthly retail trade—sales and accounts receivable: September 1972 (BR-72-9). 36pp. 25¢.

Monthly wholesale trade—sales and inventories: September 1972 (BW-72-9). 20pp. Annual subscription $1.50 (50¢ more for foreign mailing). Single copy 15¢.

Weekly retail sales. Estimated weekly retail sales of retail stores in the United States for week ending November 18 (CB-72-273). 2pp. 10¢.

Green coffee—inventories, imports, roastings: third quarter 1972 (BG41-72-3). 4pp. Annual subscription $1.

Monthly selected services receipts: September 1972 (BS-72-9). 12pp. Annual subscription $1. Single copy 10¢.

Weekly retail sales. Estimated retail sales of retail stores in the United States for week ending November 11 (CB 72-271). 2pp. 10¢.

Foreign Trade

Imports—commodity by country: August 1972 (FT 135-72-8). 224pp. Annual subscription $21 ($5.25 more for foreign mailing). Single copy $1.75.

Exports—commodity by country: August 1972 (FT 410-72-8) 496pp. Annual subscription $33 ($8.25 more for foreign mailing). Single copy $2.75.

Puerto Rico and U.S. possessions: July 1972 (FT 800-72-7). 28pp. Annual subscription $2.50 (75¢ more for foreign mailing). Single copy 20¢.

Bunker fuels: September 1972 (FT 810-72-9). 2pp. Annual subscription $1. Single copy 10¢.

General imports—cotton manufactures: September 1972 (FT 130-72-9). 16pp. Annual subscription $1. Single copy 10¢.

Governments

Construction expenditure of State and local governments: July-September 1972 (GC72 No. 3). 4pp. 25¢.

Industry

Internal combustion engines: 1971 (Series MA-35L(71)-1). 16pp. 25¢.

Manmade fiber broadwoven goods—average weight and width of fabrics: 1954-first quarter 1972 (Series: MQ-22T.2(72)-1). 8pp. $1 per year. Single copy 25¢. Supplement.

Electric lamps: summary for 1971 (Series: MQ-36B(71)-5). 16pp. $1 per year. Single copy 25¢.

Iron and steel foundries and steel ingot producers: summary for 1971 (Series: M33A(71)-13). 20pp. $1.50 per year. Single copy 15¢.

Population

1970 Census of Population

Detailed Characteristics

Alabama (PC(1)-D2). 613pp. $4.50.
Iowa (PC(1)-D17). 560pp. $3.25.
Maryland (PC(1)-D22). 688pp. $4.25.
Minnesota (PC(1)-D25). 509pp. $3.25.
Missouri (PC(1)-D27). 584pp. $4.25.
Oklahoma (PC(1)-D38). 590pp. $4.25.
Washington (PC(1)-D49). 627pp. $4.75.
West Virginia (PC(1)-D50). 447pp. $2.50.

1970 population of congressional districts for the 93d Congress (PC(S1)-28). 12pp. 25¢.

SCIENCE & TECHNOLOGY

NATIONAL OCEANIC AND ATMOSPHERIC ADMIN.

Monthly weather review. Vol. 100, No. 10. Annual subscription $10.50 ($2.75 more for foreign mailing). Single copy $1.

Environmental Data Service

Mariners weather log. Vol. 16, No. 6. Available from the Environmental Data Service, Page Bldg. 2 (D54), 3300 Whitehaven St., Washington, D.C. 20235.

National Weather Service

Radiosonde observation computation tables (supplement to FMH No. 3). 72pp. $2. This publication contains tables and diagrams which are used in the evaluation of radiosonde observations. Issued jointly by Department of Commerce and Department of Defense.

NATIONAL BUREAU OF STANDARDS

Standard reference materials: preparation and homogeneity characterization of an austenitic iron-chromium-nickel alloy (Spec. Publ. 260-43). 19pp. 45¢.

Liquid-vapor equilibrium in the binary systems of He^4 and He^3 with nD_2 and nH_2 (Tech. Note 621). 175pp. 65¢.

Millimeter attenuation and reflection coefficient measurement system (Tech. Note 619). 175pp. $3.50.

Federal information processing standards publication—standard metropolitan statistical areas. Federal general data standard representations and codes. (FIPS PUB 8-2). 20pp. 30¢.

Disclosures on: new syntheses of perfluorostyrene and other highly fluorinated derivatives; temperature, radiation and vacuum-resistant magnetic tape; conductometric titration cell; mill work positioner; process for fabricating superconducting microbridges; apparatus for displaying average wind vane or other shaft

position; document numbering machine responsive to a staple in a print area for printing in an alternate area (Tech. Note 744). 31pp. 55¢.

Millimeter attenuation and reflection coefficient measurement system (Tech. Note 619). 175pp. $3.50.

NATIONAL TECHNICAL INFORMATION SERVICE

Order the following reports on Government-sponsored research from: National Technical Information Service, 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price for each document is $3 (microfiche 95¢) unless otherwise specified.

The planets: solved and unsolved problems (N72-24852). D. Ya. Martynov, U.S.S.R., 1970, translated from Russian. 94pp.

Authorization and appropriation processes for water resource development (PB-212 140). Cornell University, Ithaca, N.Y., for the National Water Commission, 1972, paper copy $6.75, 273pp.

The control of shoplifting: model characteristics and response contingencies as determinants of bystander intervention (PB-212 591). University of Utah, Salt Lake City, Utah, paper copy $4.50, 65pp.

Standardization of automotive diagnostic systems (PB-212 471). National Motor Vehicle Safety Advisory Council, Washington, D.C., paper copy $6, 429pp.

Occupational outlook for college graduates, 1972-73 edition (PB-212 391). Bureau of Labor Statistics, Washington, D.C., 1972, microfiche only (paper copy available from Government Printing Office as SN 2901-0942, $2 per copy), 275pp.

Amchitka bioenvironmental program: bioenvironmental safety studies, Amchitka Island, Alaska. Cannikin D+2 months report (BMI-171-147). Battelle, Columbus, Ohio. 101pp.

The following reports concerning the nature of NASA contributions to the advancement of major developments in several selected fields of technology are available:

Mission-oriented R & D and the advancement of technology: the impact of NASA contributions, Volume I (N72-25953). University of Denver, Denver, Colo., paper copy $5.75, 71pp. Analyzes nature, character, and impact of NASA contributions.

Same title, Volume II (N72-25954). Paper copy, $20, 358pp. Describes NASA contributions to the advancement of major developments in twelve selected fields of technology.

Proceedings of national conference on state and local manpower planning (PB-212 199). U. of Utah. 275pp.

Toward an effective demurrage system (PB-212 069). Reebie Assoc., Greenwich, Conn. 372pp. $6. Discusses components of the railcar load-to-load cycle and railcar terminal activity, car handling practices and policies of rail customers, and concepts of railcar value. Evaluates effectiveness of the current railroad demurrage tariff in terms of efficient equipment utilization.

Offshore terminal system concepts—executive summary (COM-72 11156). Soros Assoc., New York. 160pp. $6.

Rot- and weather-resistance of methylolmelamine-treated cotton fabrics (AD-739 493). U.S. Army Natick Labs. 43pp.

Water pollution control in the United States (PB-212 139). National Water Commission. 270pp. $6.75. Discusses responsibilities and roles of local, state, and federal governments and regional organizations regarding water pollution control problems; and objectives, costs, and effectiveness of present pollution abatement programs.

Tritium and its effects in the environment: a selected literature survey (BMI-171 203). Battelle Inst., Columbus, O. 343pp. $6.

Integration of NASA-sponsored studies on aluminum welding (N72-26376). MIT. 321pp. $6. Covers effects of porosity on weld-joint performance, sources of porosity, weld thermal effects, residual stresses and distortion, and manufacturing process system control.

Mutual substitutability of aluminum and copper (PB-211 727). National Materials Advisory Board, Washington. 204pp. $6.75. Presents a practical procedure for determining the mutual substitutability of aluminum and copper. Report discusses mutual substitutability in applications such as electrical conductors, heat exchangers, corrosion, alloying, and coatings.

Superalloys processing: proceedings of the second international conference (AD-748 159). Metals and Ceramics Information Center, Columbus, O. 530pp. $21.95. Contains 28 papers presented at Sept. 18-19, 1972 conference.

Alternative adjustments to natural hazards (PB-211 922). U. of Pittsburgh. 127pp. $5.45. Discusses federal water resource policies and programs related to reduction of losses from flood, drought, and hurricane.

Behavior of materials in a subsurface ocean environment (AD-747 245). Naval Research Lab. 111pp. Reviews information on deterioration in sea water of metals, plastics and composites, creamics, paper, natural fibers, photographic materials, magnetic tape, electronic components, and propellants and explosives. Includes annotated bibliography on marine corrosion of metals.

The miner, his job and environment: a review and bibliography of selected recent research on human performance (PB-211 732). National Bureau of Standards. 206pp.

Optimal design of central processor data paths (AD-748 224). U. of Michigan. 334pp. $6. Investigates relationships between architecture of a computing system and various hardware designs which implement that architecture.

Optimal selection of functional hardware units for microprogram-controlled central processing units (AD-748 221). U. of Michigan. 331pp. $6.

DDT in water: a bibliography (PB-212 262). Dept. of Interior, Office of Water Resources Research. 283pp. Contains 196 abstracts of articles and reports, mostly published since 1967.

Advances in solid waste treatment technology (AD-749 409). Grumman Aerospace Corp. 79pp. Covers storage, removal, transportation, fragmentation, sorting, bulk reduction, conversion, reclamation and disposal.

Urbanization, water pollution, and public policy (PB-212 253). Rutgers U. 236pp. $6.75. Examines the water surveillance network of supply and waste disposal systems of the New York metropolitan region.

Proceedings—the International System of Units (SI) and what it involves (PB-212 232). U. of Kentucky. 147pp.

Veneer species that grow in the United States (AD-749 903). By USDA Forest Products Lab, Madison, Wis. 130pp. Describes properties of 156 U.S. tree species that affect their manufacture and use as veneer or products made from veneer. Each is rated for use in the general categories of construction plywood, decorative face veneer, inner plies of decorative panels, or container veneer and plywood.

Trends in microwave solid state power generation (AD-749 503). Rome Air Development Center, Griffiss AFB. 30pp. Graphically presents power-frequency performance of microwave transistors, Gunn effect, impact avalanche transit time (IMPATT), trapped plasma avalanche triggered transmit (TRAPATT), and limited spacecharge accumulation (LSA) devices.

Field experiments in manpower issues (PB-211 804). Mobilization for Youth, N.Y. 99pp. Studies effects of monetary incentives on the learning of remedial English by disadvantaged trainees; reward preferences of neighborhood youth corps trainees (necessities vs. luxuries); and feasibility of coupling manpower development services with residential addiction treatment facilities.

Courts and water: the role of the judicial process (PB-211 974). Environmental Law Institute, Washington, for the National Water Commission. 182pp. $6. Examines strengths and weaknesses of courts as institutions for resolving water conflicts. Report discusses the role of courts in water quality, including the effect of acts which permit an expanded judicial role in the setting, testing and enforcement of standards; in reviewing whether water planning meets legal standards. particularly under NEPA; and in settlement negotiations.

Transnational data bank report (AD-749 106). U. of Rochester. 82pp. Describes and documents a data bank that allows the researcher to look at economic, political, ecological, psycho-social and managerial attitude variables at an aggregate level across nations and across subdivisions of the United States.

Employer services activities and manpower policy (PB-211 993). Michigan Employment Security Commission. 139pp. Discusses techniques for increasing quantity and quality of jobs listed with a state employment service branch office.

Status of unleaded and low-lead gasoline composition (AD-747 421). Southwest Research Institute, San Antonio. 67pp. $4.50. Investigates aromatic and olefinic hydrocarbon distributions of current marketplace unleaded/low-lead gasolines.

Bureau of Mines energy program (PB-211 456). U.S. Bureau of Mines. 110pp. $5.45. Discusses research aimed at satisfying increasing fuel and electric power demands without destroying the natural environment and jeopardizing future supplies.

Utilization of health services: indices and correlates—a research bibliography (PB-211 720). Purdue U. 257pp.

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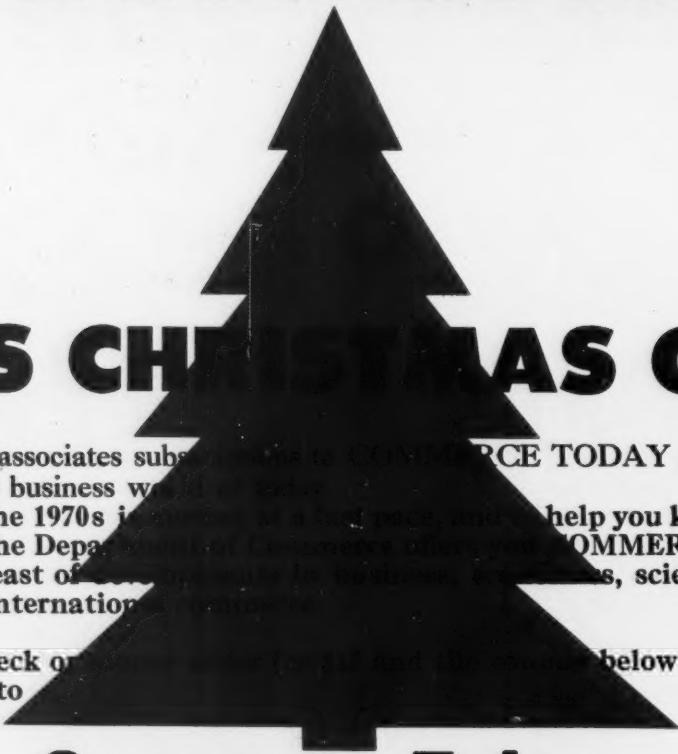

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